

## Function Description Business Development Manager

### The Function / Major Duties

The Business Development Manager (BDM) will identify and develop new activities for SCV (certification schemes and related activities). The BDM will have the opportunity to explore new markets and new customers, promote new services and expand existing services to existing customers. Reporting to SCV Board.

We are looking for an independent professional who will be available on part-time basis (number of hours to be determined in consultation) for initially a six month period.

### Qualifications:

The BDM:

- BSc/MSc level based on education or extensive work experience.
- At least 10 years experience in a senior/principal position and demonstrated knowledge of the certification and/or consumer products business in an international perspective.
- Strong affinity/experience with Risk Management related to safety, security, quality and/or supply chain management.
- Strong external focus with a proven track record in generating new business (markets and services).
- Proven track record in managing complex and large projects and excellent project delivery.
- Interacts actively with people in more dedicated customer management roles.
- Is able to think of broader needs as opposed to own needs.
- Dutch based but fluency in Dutch is not required.

### Expectations to Business Development Manager

- Identifies new business opportunities for SCV or picks up existing ideas from the SCV board and translates them into tangible plans for the SCV board to decide upon.
- If approved, bring the ideas from plan to practice (implementation).
- Committed to innovation, open to new ideas and seek opportunities for developing the business.
- Clearly understands customers' needs and the market in which they operate and actively builds customer relations.
- Knows and uses full capabilities to serve external and internal customers.
- Anticipates societal and market trends and seeks business opportunities.
- Analyses markets using key market data and tools to evaluate existing and potential product and service markets.
- Focuses on solutions to customers' challenges
- Ensures that sufficient time is invested in business development.
- Gathers information from the market and translates this into proposals for competence development actions.
- Provides input to tactical plans and strategy development.
- Actively drives service development.
- Shares knowledge and best practice across organization.

### Contact

If you are interested in this position, please contact:

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