

GRIPPS®

We're looking for a driven, passionate and persistent **Business Development Manager** for the EUROPEAN market to join our new, Safety industry project – grippsglobal.com

GRIPPS®

Founded in 1993, GRIPPS® is dedicated to saving lives, through the implementation of innovative tool tethering and drop prevention solutions.

As global leaders in tool tethering and drop prevention solutions, we work closely with partners across a wide range of industry sectors; engineering solutions to ensure that their workforce returns home safely after each shift.

Join us and be part of this amazing journey as one of the first team members shaping our value proposition on the local and European market.

What will you do:

- Build your own portfolio of partners by handling all aspects of sales cycle,
 - Establish and maintain good working relationships with top sellers and buyers,
 - Oversee assigned top accounts, negotiate terms and work on the operational portfolio updates to maximize gross merchandise value,
 - Clearly communicate the progress of monthly/quarterly initiatives to internal and external stakeholders,
 - Evaluate, forecast, and track key account metrics, provide in-depth insight on assigned portfolio, prepare reports on accounts health and performance,
 - Partner with the product team to deliver feedback on the platform functionalities.
 - Give training and advice to resellers and end-users,
 - You must be prepared to travel throughout Europe,

Desired Skills and Experience:

- 5+ years of experience working in business development / key account management roles,
- Strong business drive with exceptional negotiation and communication skills,
- Entrepreneurial spirit, high ownership, and willingness to take on new challenges,
- Persistence and ability to work standalone as a sole company representative in the selected geography,
- Fluency in English/German/Dutch, any others are valuable,
- Safety industry experience would be an advantage,
- Experience in the energy sector (gas, oil, wind) would be an advantage,
- Public speaking skills are required – you need to be able to inspire and train groups of (potential) users,

We offer:

- Extremely interesting, challenging role and the possibility to have a real impact on building a new brand in Europe from scratch,
- Flexibility in shaping own career path with the growth of our business operations,
- Truly international environment, creative and dynamic team of professionals.