



ODS Belgium, was founded in 2006 and is a subsidiary of ODS Metering Systems since 2018. ODS Metering Systems has its main office in The Netherlands and has branch offices in Dubai, Brazil, Singapore, Saudi Arabia and Belgium. ODS Belgium provides software development (SCADA and PLC), electrical & instrumentation engineering, asset management software, sampling systems & analyser shelter engineering and construction as well as start-up, service & commissioning.

ODS Belgium is experiencing structural growth and is looking for ambitious people who want to work in a dynamic technical environment.

Are you our Business Development Manager Software Solutions?

As Business Development Manager Software Solutions (Location Essen, Belgium) you are responsible for driving and growing the business of our metering asset management software platform MOMS (Metering Operation Management System). You develop a network of contacts to attract new clients, research new market opportunities and oversee growth projects, making sales projections and forecasting revenue, in line with projected income.

Together with the Management you are defining the MOMS development vision and oversee the product strategy, required engineering, pricing and positioning strategies in order to win projects. You will be working closely with the colleagues of the Sales, Development and Project departments of our offices worldwide.

The most successful candidate:

- ➔ Minimum of 4 years managerial experience in a Business Development Manager role with a successful track record;
- ➔ Significant experience in Energy Distribution and Oil & Gas equipment sales position;
- ➔ Strong connection towards software solutions, development packages and their capabilities;
- ➔ Is representative and has good analytical, communication and interpersonal skills;
- ➔ Experience in business to business marketing strategies;
- ➔ Good social skills, power to persuade and representative in day to day contact with international external and internal business relations;
- ➔ Flexibility, appropriate knowledge and cultural sensitivity to be able to work with different cultures and countries;
- ➔ High tolerance to stress to be able to work under time pressure.

What we can offer you:

- ➔ Grow your talents by challenging international metering projects in the oil & gas industry;
- ➔ Join an inspiring team of engineers with different backgrounds and seniority levels;
- ➔ Working in a people-oriented company with an informal working environment;
- ➔ A motivating salary, with extra-legal benefits and company car.

Contact :
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ODS Metering Systems

klöckner & co

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