




## Company Description

Itera Mobility Engineering is searching for a Business Development Engineer to join our branch in Bilbao. He will be in charge of develop activities aimed to attracting new clients through the identification of needs and opportunities, diversification in services, markets or sectors and the consolidation of the current client portfolio. We're a company specialised in providing the automotive, rail and aerospace industries with engineering solutions. Our engineering teams, which are devised according to each customer's project, manage all aspects in a product's life cycle: from concept design to release and its subsequent serial production. Our "Agile Company" organisation model and our culture of transparency and service allow us to exceed our customers' expectations in each project.

## Information

 Deadline: 2022-03-11  
 Category: Business  
 Province: Bizkaia

 Country: Basque Country  
 City: Bilbao

## Company

Itera Mobility Engineering

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## Main functions, requisites & benefits

### Main functions

Participate with Management in the preparation of the Strategic Plan. Agree with the Director of Business Development the regional sales objectives. Define the Regional Sales Plan in the short and medium term based on the Strategic Plan. Supervise the Regional Commercial Operational Plan and all the actions necessary for its realization. Define the Business Development operations in the assigned markets, services and sectors. Establish the Commercial Policy that allows the achievement of the commercial objectives defined in the Strategic Plan. Report the status of all the actions of the department to the Director of Business Development and Management. Provide market feedback to the Business Development Director. Participate in the completion of the Final Year Report as input for the Strategic Plan. Manage the recruitment and negotiation with Clients.

### Requisites

Degree in Industrial Engineering/ Mechanical Engineering. At least 5 years experience in commercial activities. Commercial experience in automotive. Experience in railway and aeronautical will be valued.

