

We are hiring a
Sr Business
Developer

Sr Business Developer - Global Accounts



We are looking for a Senior Business Developer - Global Accounts with a passion for sustainability to join our Business Development team.


 Employment type: 32-40h / week

 Location: Utrecht, NL

 Experience: Senior level

 Contact: langeweg@satelligence.com

 Salary: 66-78K / 40h

 Closing date: 31 December 2024

Meet **Satelligence**

25+

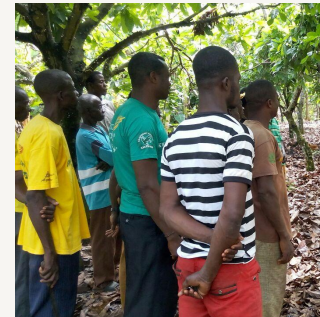
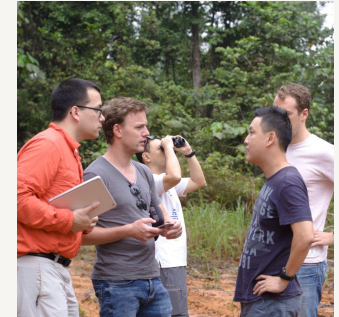
years of
experience

60+

clients
& partners

Satelligence is the market leader in remote sensing technology for sustainable sourcing with the mission to halt deforestation. We provide traders, manufacturers and agribusinesses such as Mondelez, Bunge, Cargill, Unilever, Rabobank with critical sustainability insights empowering them to minimize their global environmental footprint and track their progress against climate objectives, ensuring a sustainable supply chain.

We were founded in 2016 and currently employ +40 people, working in Utrecht and several locations in Asia, Africa, and South America.



About the job

Reporting to the Business Development Director, you will be at the forefront of our growth, utilising your network and acquisition skills to bring new business to Satelligence, including working with large multinational Food & Beverage accounts. You'll have the opportunity to build strong relationships with clients and partners, and be a passionate advocate for our mission to protect the planet.



What will you do?



- Co-Develop and implement a sales strategy in line with Satelligence objectives
- Manage a sales pipeline from lead generation to closing
- Attend global events to engage with prospects and pitch our product
- Gather market information as input for account plans, identifying new business opportunities
- Support (junior) remote staff in the sales process and help them improve their skills

About you



- ✓ You have >7 years of experience working with key accounts, specifically the world's largest traders and FMCG companies
- ✓ You have a proven track record in sales, preferably in the IT, tech, food (trader / FMCG companies) or environmental industry
- ✓ Familiar with consultative selling and/or other sales methodologies
- ✓ You have excellent communication and interpersonal skills, with the ability to build lasting relationships
- ✓ You are a networker with a talent for acquiring new business
- ✓ Ability to source, sell, co-sell, and close large deals; carrying quota and closing should be familiar concepts
- ✓ Efficiency in gathering market and customer info
- ✓ Self-starter, able to work independently in a start-up environment

What we offer you

- 📍 Office centrally located in Utrecht city centre, close to central station
- ☂️ 27 holidays (based on full-time employment)
- 👐 Pension scheme
- 🍷 Daily lunch at the office
- 🏠 Hybrid working options

Ready for the challenge? Then we would love to hear from you! Email Githa at langeweg@satelligence.com. Enclose your portfolio, and share why you'd be the perfect fit for this position.

If you don't tick all the boxes, don't worry. Apply anyway, and we will review your application!



A satellite view of Earth from space, showing a large body of water with white clouds. In the top right corner, a portion of a satellite is visible, showing its metallic structure and various instruments.

Contact us for any questions

langeweg@satelligence.com

