

Business Development Manager at Copenhagen Optimization

Would you like to help ensure that millions of passengers get a better experience when traveling through the world's busiest airports? Would you like to be part of an ambitious company in the scaling phase and are you ready to play a leading role in the Sales and Marketing team? Are you motivated by being first point of contact to new clients with the aim to win new business? Then Copenhagen Optimization would like to meet you!

Deadline:

January 31st, 2021

Apply to:

pc@copopt.com

Questions? Contact:

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Who we are

Copenhagen Optimization is a combined software and consultancy company working with airports globally. Through our software solution Better Airport®, we enable airports to provide seamless, efficient travel experiences with peace of mind for passengers. Established in 2014, we are a growing company, and our client base is expanding rapidly, and we want to sustain this growth. Therefore, we are expanding our team and are looking for a Business Development Manager (BDM).

Your main tasks

Are you ready to take the opportunity and challenge of working in a high growth SaaS maturing startup? And do you have a true sales personality with a drive and hunter mentality to win new business?

Your main tasks as a BDM are to grow our pipeline for incoming opportunities related to our software platform Better Airport®. You will have your own target accounts (airports globally) and be responsible for engaging with new leads and contacts. You will be expected to participate in conferences and industry events, as well as explore relevant tenders and grow our presence globally. As a company, we provide software as well as a range of airport optimization and digitalization consultancy services. Your role is to introduce yourself and CopOpt to new prospects followed by engagement with the prospects on how we can support them in solving their most pressing issues and improve their way of working. We expect that you can manage your own portfolio of leads and accounts, grow the engagement, and book meetings as well as work closely with our marketing team and consultancy team to deliver on these meetings.

Business Development Manager Responsibilities:

- Contacting potential clients/accounts to establish dialogue and arrange meetings (introduction or demo meetings).
- Use CRM system (Salesforce) to structure and log all sales related activities
- Together with the Marketing Manager, support and plan new marketing initiatives.



- Perform desk research on organizations and individuals to identify new opportunities.
- Work with the consultancy team to increase the value of current clients while attracting new ones.
- Attending conferences and industry events.
- Run initial early sales meetings with the objective to explore and understand customer needs to outline potential for further discussions
- Work closely with the Sales & Marketing team to develop goals for business growth and ensuring they are met.

Who you are

You are motivated by wanting to win new clients and take a structured and professional approach to your work. You must be an active listener, have a compelling sales personality, and a hunger to chase and engage in early sales business from cold calls and inbound warm leads:

- Bachelor or Master of Science in Business Administration, economics or similar.
- Preferably 3 to 5 years' experience in sales, business development or another relevant field.
- Good English language skills is a minimum, any other language skills are desirable.
- You are comfortable in communicating both verbally and in writing.
- You are interested in turning business requirements into concrete software development ideas.
- You are driven by a desire to make a difference for our clients.

What we offer

You will be given responsibility for a prospect account list from Day 1 and since our prospect clients are airports globally, you are going to work in a truly international environment. We assure that you get the necessary training to sell our software and services and be able to represent us together with your colleagues around the world. You must expect traveling of approx. 20-30 days per year.

As a growing company, we are working with short deadlines and must be able to adapt to new situations quickly. At the same time, we have a constant focus on planning our time to secure timely delivery of our services at a high-quality level. We expect you to be flexible and willing to put in that extra effort when required. The flexibility goes both ways - we do not evaluate your performance by how many hours you put in, but by your results. To a large degree, you are therefore able to plan your own time.

We expect a lot from you - and you can expect a lot from us. We are on an exciting journey - do you want to join us for the ride?

Interviews are held as soon as we have the application from interesting candidates – so do not hesitate to send your application.

