



BUSINESS DEVELOPMENT MANAGER EUROPE



About the role and Amoobi

The Business development manager's key responsibility is to acquire new clients across Europe in Amoobi's core targets (large international grocery and big box retailers). Within our clients organization, we're targeting the merchandising team. Our product being transformative, we're addressing senior stakeholders to convince them of the added value of our tool for the whole (merchandising) organization. Our main users are the assortment and category management teams who are using our insights to improve how they manage (and optimize) space in their respective categories.

Over the years, we've established Amoobi as a strong partner with several large international retailers. We currently have clients in Food, DIY and Consumers electronics across Europe. We continuously delivered ~35% growth globally over the last 5 years and we want to continue this pace. Our goal is to add blue chips references to our already strong list across Europe focusing on large Food/DIY/Consumer electronics retailers. The goal is to make sure we embed ourselves into their merchandising process for space optimization.

Align with the values and culture of Amoobi

At Amoobi, we're changing the way merchandising teams do their work. We help them think about opportunities to improve the space allocation and we aim to become a standard part of every category reset process. Being a small team, we have to work together and being data focused, we have to be extremely cautious about the quality of our data, insights and recommendations. We're looking for someone who will be driven by passion and will think strategically. We're looking for someone ready to engage into a marathon rather than a sprint and interested in the overall success of the company. We're expecting you'll





be excited by the mission and the contribution of Amoobi to the retail market. We're ready to be challenged and will welcome any experience that helps us improve how we do business and help us grow.

What we're looking for:

Prospecting and Lead Generation

- Targeted Outreach: Identify and engage potential clients through strategic channels like email, LinkedIn, social media, and conferences.
- Pipeline Development: Craft and execute a focused prospecting strategy to generate a steady stream of qualified leads.
- CRM Management: Leverage Pipedrive to effectively manage and track the sales pipeline.
- Product Selling: Sell a product with a predefined set of features and key use cases.

Client Relationship Management

- Customer Focus: Build and nurture long-term relationships from initial sale to account transition.
- Onboarding Expertise: Serve as a dedicated point of contact, ensuring a smooth onboarding process and ongoing support.
- Client Success: Partner closely with clients to drive successful outcomes and facilitate future growth opportunities.

We're looking for someone with a passion for retail and a communicative enthusiasm ready to take on a challenge of selling a very innovative product to some of the largest retailers in Europe.

Qualifications

- You have between 2 to 5 years of experience in a business development role
- Excellent communication skills, negotiation, and presentation skills. You're a strong communicator and you can present complex arguments in a simple and impactful way to senior stakeholders
- You speak English and French fluently. Additional languages like German, Dutch or Spanish are a plus.
- You share Amoobi's value and you believe in the mission of Amoobi
- You're autonomous and not afraid by the challenge of scaling up Amoobi across Europe.

Interested ? Send your CV and a few words on why you're interested in the job at jobs@amoobi.com