



You make the difference.

Business Development Manager

The **Business Development Manager Energy Storage (BDM)** is a key function in our European Performance Solutions Team and works together with Automotive and Energy Storage team members across regions and business units to develop and execute the business strategy for the Energy Storage market.

Job responsibilities:

- Build strong links with the market, by developing contacts with key industry partners, primarily OEMs and end-users, but also with key label converters in alignment with the Sales Team.
- Building awareness and recognition of Avery Dennison (in the Automotive and Energy Storage space) in a thought leadership position through the publication of white papers, industry conference speaking, as well as trade association engagement
- Be the driving force behind generating new leads and business opportunities and providing an outside-in view
- Responsible with the Energy Storage team for managing a direct business model platform for OEMs and Tiers.
- Intensively interact with end-users in the Energy Storage space (OEM and Tier) as well as converters (in collaboration with sales teams)
- In conjunction with the Product Manager, create subsegment action plans and matching product ranges to effectively serve the end-users

Your qualifications:

- Bachelor/university degree in business, economics or technical. MBA or equivalent preferred.
- At least 5-10 years of experience in the relevant Industry, demonstrable track record with clear knowledge of the Energy Storage market, technologies, players, and channels
- Strong technical acumen- adhesives, polymers, paper, chemicals preferred
- Innovation spirit, ability to catalyze new business opportunities in a dynamic “start up” market environment
- Proficient in English (and preferably one or more of the following European languages: German, French, or Italian). Based in the Netherlands or close to a major European Airport.
- Experience within the Energy Storage space [e.g. electric vehicles assembly, battery cell manufacturing, battery pack and module assembly...]
- Results-oriented and able to combine short and long term challenges and multi-task
- Ability and willingness to travel a significant proportion of time
- Comfortable with current business applications like the Google platforms and sf.com
- Excellent written, verbal communication and presentation skills.
- Strong teamwork and relationship building skills, customer focus and orientation.

Are you interested or do you know someone who might be?

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We look forward to receiving your application!

