

## BEONTRA – Let your career take off!

We believe in your journey to excellence and efficiency. With the BEONTRA Scenario Planning software solutions we provide cutting edge forecasting technology to help our 50+ worldwide (aviation) customers to manage their business, covering areas such as traffic, capacity, revenue and investment. BEONTRA reflects the company our people stand for: vibrant, human, fun but focused, globally acting but locally rooted. In the fast-paced environment of the aviation, transport and IT industry, your day-to-day business stays dynamic and rich on variety. Together, we keep the world in motion with our innovative BEONTRA Scenario Planning software solutions.

## Business Development Manager (f/m/x)

Your mission: Hands-on new business development and value selling – bring our company to the next level of growth by targeting airports, help us expand into new industries across the world focusing on scenario planning software.

### Your role

- Manage the entire Business Development process: from initial focus on prospecting through contacting, pitching propositions, creating scoped proposals, negotiating fees to drawing up contracts
- Develop, nurture and grow relationships in the international transport industry
- In-depth customer profiling, research and prospecting prioritization
- Engage with prospects and leads to determine and define their business requirements and translate strategies into clear, tailored value propositions
- Optimize Sales potential through cross- and upsell opportunities
- Manage your own sales pipeline and sales reporting, run sales meetings (on-site and off-site), manage proposal and tender processes
- Active contribution to marketing strategy and product management

### What you bring

- A minimum of 3 to 5 years experience in B2B sales of complex software solutions (ideally specialized SaaS solutions) in the aviation/transport or IT industry
- Highly motivated self-starter with the ability to structure and execute in a self-organized manner and high motivation to work in a dynamic team
- A drive to improve and innovate, along with the ability to think outside the box
- Convincing, outgoing and ambitious personality with client driven mind-set (focus on value selling) and very good communication skills, must exhibit strong prospecting and negotiation skills
- Strong and natural affinity to technology and software

- Excellent English skills (written and spoken), other languages are an advantage
- Competence in MS Office
- Willingness to travel worldwide (30 - 50%)

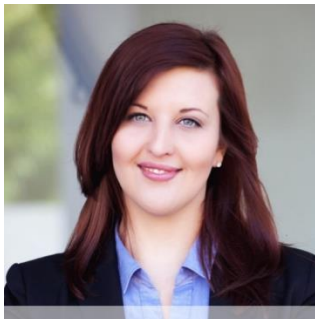
### What we offer

- Challenging job in the aviation and transportation software industry and the opportunity to introduce your own ideas and experience to ensure global growth
- Interdisciplinary collaboration with motivated and supportive teams within an agile and dynamic framework
- Modern and appreciative corporate culture with a strong team spirit, flat hierarchies, open door policy, culture of knowledge sharing (e.g. Learning Sessions) and individual career paths
- Permanent position, flexible working hours, modern office with very good public transport connections and discount benefits for employees
- Team events, sports and other social activities
- Competitive compensation package

Check-in with the following documents:

- Cover letter & CV
- References
- Salary expectations & possible start date

Please send your application to [jobs@beontra.com](mailto:jobs@beontra.com).



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