

Senior Business Developer (m/f/d)

Full time: Jacarei (SP) / Brazil 

Cartonplast Group, headquartered in Dietzenbach, Germany, is the market leader in returnable transport packaging for the food and beverage industry. Our product portfolio includes layer pads, pallets and closures made of reusable and recyclable plastic. Every year, we move more than 300 million returnable packages. Around the clock. Almost Worldwide.

Today, more than 750 employees in 12 countries work day by day for Cartonplast and do their best to provide our customers with the perfect pooling solution. With more than 18 of our own service and logistics centers worldwide, we are one of the largest pooling providers of returnable packaging solutions.

For our company, which continues to expand in its existing but also into new markets, we are looking for people with commitment and a sense of responsibility who aspire to professional versatility. At Cartonplast, you can expect fair and performance-related remuneration, individual training in line with your area of responsibility, and bonus programs.

We are looking for a Senior Business Developer (m/f/d) to transfer our successful business model to new markets in South America, starting with the service for worldwide blue chip customers of the glass and can industry in Brazil.

To excel in this role you should be an active listener, have a compelling sales personality, and a hunger to chase and close new business from cold calls and inbound requests.

WHAT AWAITS YOU...

- You will be part of a new team to set up our business in Brazil
- You will actively participate in strategy development, budgeting and investment decisions
- You will become part of an international Group's experienced and motivated management team

YOUR RESPONSIBILITIES...

- Introduce our business model in South America, continuing our initiatives already started in Brazil
- Contacting potential clients to establish business relationships
- Build-up a team to set-up and grow the company and to create new opportunities
- Planning and overseeing of new marketing initiatives
- Finding and developing new markets and improving sales.
- Attending conferences, meetings, and industry events.

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CARTONPLAST
Group

- Developing quotes and proposals for potential clients and operational execution of contracts
- Developing goals for the development team and business growth and ensuring they are met.
- Training personnel and helping team members to develop their skills.

WHAT WE EXPECT...

- A university degree in business, marketing or related fields
- Experience in sales, marketing or related fields
- Strong communication skills and IT fluency
- Ability to manage complex projects and multi-task
- Excellent organizational skills, experience as a team leader is an advantage
- Ability to flourish with minimal guidance, be proactive, and handle uncertainty
- Proficient in Word, Excel, Outlook, and PowerPoint
- Comfortable using a computer for various tasks
- Team player with an independent, solution-oriented approach to work
- Very good knowledge of written and spoken English, knowledge of Spanish or German advantageous
- At least 5 years of professional experience

WHAT WE OFFER YOU...

- Varied work in an international unique, successful, expanding company
- Fair and performance-related remuneration
- Hybrid working (in-house and home office) if necessary
- Individual training and coaching according to your area of responsibility
- Development opportunities beyond your area of responsibility

Did we convince you? Then send your application to either Ms. Elisandra Leite, Managing Director & CFO, MOVELOG Serviços Logísticos Ltda. (elisandra.leite@movelog.srv.br) or to Mr. Thomas Krausch, Managing Director & CFO, Cartonplast Holding GmbH (Thomas.Krausch@cartonplast.com).

We look forward to receiving your detailed application, including your salary requirements and possible start date.

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