



Offshore
Accommodation

Business Development Manager (m/f/x) - ELA Container Offshore

Location: Rotterdam

Working Hours: Full-time employee

1,400 employees in 24 locations around the world with a fleet of 60,000+ circulating containers. Since ELA's establishment in 1972, our business has continuously been expanding, we are specialists in mobile room solutions. Our family-run company based in Haren (Ems), Germany, is growing at a fast pace and we are actively looking for qualified and dedicated team players to join us locally, internationally and beyond.

Do you love identifying new markets and turning opportunities into real business? Then bring your flair for customers, strategy and growth to our company. You will work closely with sales and marketing, build strong relationships and close deals. Is this right up your alley?

We are currently looking for a Business Development Manager (m/f/x) for ELA Container Offshore GmbH. Your initial focus will be on the markets in Belgium, the Netherlands and the UK – in the future, the role will also include expanding our business in Southern and Central Europe.

You can find more information about the company at the following link <https://www.ela-offshore.com/de>.

You are a person with your own personal profile of qualifications, talents and desires. And we are not like any other company. We offer exciting tasks, opportunities for further development and a relaxed, informal culture. Interested? Then we should get to know each other better.

Your Future Role

- + Identification, evaluation and prioritisation of new business opportunities (markets, segments, use cases, partnerships)
- + Preparation of market and competition analyses and derivation of concrete recommendations for action
- + Development and implementation of growth strategies to increase sales, including KPI tracking
- + Establishing and maintaining sustainable customer relationships – from initial contact to strategic development
- + Close cooperation with sales and marketing (lead generation/ABM, campaigns, events, offer/pitch documents)

Apply Online

Video Application

- + Cooperation with sales and marketing
- + Supporting contract negotiations through to conclusion

What You bring to the Team

- + Degree in business administration, marketing or comparable qualification
- + Several years of experience in business development or B2B sales (including new customer acquisition and closing deals)
- + Excellent communication and negotiation skills – also with international stakeholders
- + Structured, analytical approach to work (e.g. market/competition analyses, business cases, decision templates)
- + Business fluent in spoken and written English essential, Knowledge of German and Dutch an advantage
- + High level of initiative and ownership – you proactively drive issues to a conclusion
- + Willingness to travel internationally (approx. 25-30% per annum)
- + Experience in the offshore environment desirable

What you can expect from us

- + We'll provide you with a **company car**, which you can also use for private purposes
- + We want to offer you long-term prospects - which is why you will receive a **permanent employment contract** from us
- + You have **flexible working hours** with us and work from home when you are not on site with customers.
- + We will provide you with a **laptop** that you can use for work and school
- + We will provide you with a company **mobile phone** (iPhone) that you may also use for personal purposes
- + We offer you individual **development opportunities** and interesting skills training at
- + Our **company fitness programme**: thousands of gyms, swimming pools, etc. are available to you without restriction for just €30 per month
- + You can expect **flat hierarchies** and short decision-making processes
- + We take care of your **company pension scheme** and offer you capital-forming benefits
- + The ELA benefits portal **Corporate Benefits** offers you attractive discounts on over 1,500 brands from all relevant areas of life
- + Network at our regular **staff events**
- + At ELA, you can expect a **varied role** in a global company, an uncomplicated working environment and plenty of opportunities to contribute your own ideas

How You can apply

Please send your documents via our career website <https://career.ela-container.com> or via email career@ela-container.com including your CV, your essential certificates and qualifications, as well as a few lines about yourself and why we fit. We would then like to meet and have a personal conversation with you. We look forward to hear from you!

Any questions?

Contact us via email or WhatsApp/text message on +49 1511 9539616.