RIB Spain
running together

RIB Spain SA
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Recruiting

For the Spanish office of RIB Software SE we are searching
Business Development Manager (Construction Software)

Job Summary

Our Business Development Manager drives business generation in a number of selected target accounts. Its mission is to develop the relationship with new customers and existing customers for the implementation of the ITWO platform and become a strategic partner in its digital transformation processes. As a BDM, you will play a crucial role in establishing relationships and marketing our company's brand in a way that is positive, honest, and professional. Job is based in Madrid with some possible travelling abroad.

Job Responsibilities:

- Responsible for developing sales leads, identifying customer requirements, achieving sales targets, cultivating customer relationships
- Develop sales and marketing strategies for promoting construction business solution (integrated life-cycle management software).
- Build your own leads through C-level exposure on the client's side, do awesome presentation and workshops and interface with experts and board members inside the group.
- Build and maintain excellent customer relationships within executive/C- level.
- Understand customer needs and requirements and identify sales opportunities.
- Research accounts, identify key players and generate interest through various channels.
- Perform effective presentations/demonstrations to key decision makers.
- Understand and communicate the value proposition of RIB solutions.

Job Skills & Qualifications Required:

- Bachelor's degree or higher degree in architecture, civil engineering, quantity surveyors , computer science, construction or finance-related.
- Proven business to business sales experience.
- Knowledge of the AEC Industry.
- Experience selling software or IT solutions in AEC or EPC industry will be an advantage.
- Strong communication and negotiation skills.
- Good business acumen and clearly understanding the Selling Cycle and Strategic Selling process at Senior Levels.
- Proven track record of achievement on major projects.

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- · Track record of meeting or exceeding sales targets.
- · Being a Team Player with a Can-Do attitude and demonstrated ability to work in a team environment.
- · Ability to build rapport with a varied mix of people ranging from professional consultants, contractors, developers and government departments.
- · Fluent in English verbal and written.
- · Ability to travel as required.

Please, send English CV to empleo@rib-software.es, subject: Business Development. One DIN-A4, no photo, no ID of age or gender.

About RIB

RIB Software SE is a global leader of digital transformation for building and construction industries, providing the most cutting-edge software technologies and innovative working methods to increase industry productivity. RIB's iTWO is a cloud-based SaaS platform, offering a sophisticated and integrated solution to improve efficiency, collaboration and project control across construction projects. The company was founded in Stuttgart, Germany in 1961, listed in the Frankfurt Stock Exchange in 2011, have products used across a portfolio of 100 billion USD projects annually, with 2500+ employees in 30+ offices across 5 continents that serve 15,000+ clients in the building and construction sectors. RIB is regarded as the benchmark for construction technology.

Our Spain sales team currently has a new vacancy for a talented and hungry sales professional that is looking for the next challenge and the opportunity to strengthen their business development skills in a fast-paced environment. The successful applicant will play a crucial role in the iTWO team to assist in achieving the company's objectives and be part of the company's accelerated growth path.

This is a unique business development role in that your sales will come from hunting for new business to ensure our sales targets are met through a healthy and well managed pipeline. You must be comfortable dealing with mid-large size customers. You will receive training in all aspects of iTWO and develop an understanding of the Construction Technology Industry.

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