BUSINESS DEVELOPMENT MANAGER

WHO ARE WE?

dcs plus is a global leading travel tech solutions provider since 2002. For over a decade, driven by passion, we have connected travel to technology, in direct response to the challenges and needs of the travel and tourism professionals.
We are committed to innovation and we aim to deliver excellence to travel professionals, regardless of size, business model or market.
Starting with 2015, Earlybird becomes shareholder in dcs plus company. Also in 2015 dcs plus ranked among the fastest growing technology companies in the Deloitte Technology Fast 500 EMEA 2015 in Europe, Middle East, and Africa.

WHAT YOU BRING TO THE TEAM

Proven understanding of the sales processes and sales management techniques;
Excellent analytical, organizational, innovative, problem solving and follow-up skills with the ability to meet targets;
Demonstrated ability to generate and promote business proposals towards decision makers under minimal supervision and guidance;
Passion for travel industry and solid work experience in software industry;
Excellent oral and written communication skills (English and Romanian);
Open-minded people, flexible and oriented to consulting sales;
3+ years of experience in software industry with 2+ years proven experience in a similar role;
University degree in related fields preferred.

WHAT WILL YOU DO?

Providing viable business solutions to customers and demonstrating their value;
Promote solutions, including customer engagement;
Anticipating client needs, investigating underlying causes and identifying short and longer-term solutions;
Creating and leading business development;
Evaluate performance against plan at appropriate intervals and take corrective actions to keep on track and achieve goals;
Must be able to communicate and understand dcs plus strategy, industry trends;
Identify business opportunities and critical success factors for an effective business development in the covered areas.

Address: 215 Mihai Bravu, 5th floor, Bucharest, 021323, Romania
Phone: +40 (0) 21 302 31 32, **www.dcsplus.net**
Email: **hr@dcsplus.net**

WHAT`S IN IT FOR YOU?

A global role inside a growing company activating in a changing and versatile industry;
Innovative products well known in the travel industry;
Opportunity for learning, development, and recognition in a young and family-like environment;
Continuous growth ensured by training & coaching programs & constant feedback sessions;
Certainty and stability of the team and of the working environment.

If we caught your eye, let's chat and see how we can build the future of travel industry together!

Address: 215 Mihai Bravu, 5th floor, Bucharest, 021323, Romania
Phone: +40 (0) 21 302 31 32, **www.dcsplus.net**
Email: **hr@dcsplus.net**