

Business Development - 3D printing



3D PRINTING EXPERTS

Additive Center provides an end-to-end solution in supporting industries with the implementation of Additive Manufacturing / 3D Printing. The services included training programs, engineering support and global production capacity. To setup our business development department and expand our presence in the manufacturing industry we are looking for a business developer.

Description

As business developer at Additive Center you will play a key role in growing the business. You will actively approach markets that have a big potential to reduce cost with 3D printing and help them understand the potential for their organization. Together with our team of consultants and applications engineers you will guide customers from identifying opportunities towards making deals to scale up volume.

As a person you have experience in customer acquisition and sales processes. You like to partner with new and existing customers to identify pains and solutions. It's in your nature to see opportunities and manage the process towards results.

Responsibilities

- Identification and development of new customer partnership
- Increase impact and production volume for existing customers through close collaboration
- Liaison with our application engineers and consultants
- Stay up-to-date on technological developments
- Area of responsibility: Europe (with a main focus on the Netherlands, Germany, France)

Requirements

- Experience in related sales roles, preferably with an understanding of Additive Manufacturing and applications
- Work well independently and as part of the team
- University or Bachelor's degree preferred
- Great builder of partnerships
- Excellent communicator, both written and verbally
- Enjoy traveling to speak with customers
- Fluent in Dutch and English. German or French is a pro.

Bonus points

- 3D printing experience
- Book of business

Why join Additive Center?

Additive Center is disrupting the industry by successfully developing and implementing 3D printed applications. If you like to work in an innovative, dynamic and fast growing company, Additive Center is the right place for you.

Apply for this job -> jobs@additivecenter.com

