



TransPerfect Family of Companies

www.transperfect.com

Business Development Manager : Berlin/Düsseldorf/Frankfurt/Munich

Do you have a desire to help companies communicate more effectively in the ever-changing global marketplace? Whether you are interested in software development, project management, language research, or sales, TransPerfect could be the place for you.

TransPerfect Translations was founded in 1992 with the following mission: to provide the highest quality language services to leading businesses worldwide. With no external financing, the TransPerfect family of companies grew from its humble beginnings as a two-person company operating in an NYU business school dorm room into the world's third largest translation and software localization firm and one of the fastest growing, privately-held companies in the United States. With a network of over 4,000 language specialists and over 600 full-time employees in over 50 locations throughout North America, Europe, Asia, and Australia, we're continuously ready to meet our clients' needs, around the clock and around the world. We attribute our growth to the skill, aptitude, and commitment of our high caliber employees. Put simply, we hire the most talented candidates and give them the guidance, resources, and opportunities they need to grow their career in an expanding environment.

Your career at TransPerfect is entirely in your hands. Here you will find exciting opportunities that challenge you on a daily basis. By rising to these challenges, you will reap the rewards on both a professional and personal level. We are always seeking outstanding and diverse candidates with a wide range of backgrounds. With the rapid growth of TransPerfect, you'll find no lack of opportunity for advancement.

Why TransPerfect?

Achieve your potential. Our "small company" environment provides you with strong, ongoing coaching support.

Make an impact. Our employees' knowledge and expertise is vital in helping companies expand into new markets and establish a global presence.

Explore diverse opportunities. We offer a range of employment opportunities, from working on a language project management team with experienced individuals around the globe to opening a sales office in a new city.

Join a diverse organization. By the very nature of what we do, our people, vendors, and clients come from many different countries and backgrounds. What they all share is an appreciation for diversity and the belief that our results help companies and individuals succeed.

Department: Sales

Description:

- Create effective approaches to closing new business
- Manage and lead regional business development activities to drive new revenue
- Understand the capability, benefits and competitive advantages of TransPerfect's services
- In coordination with Sales Management, identify, qualify, develop, and close sales opportunities
- Promote and educate clients regarding TransPerfect's services
- Appropriately manage client expectations in liaison with the Production Management Team
- Manage and control pricing and contractual issues
- Provide customer support and manage client expectations in liaison with the Project Management team

Required Skills:

- Minimum Bachelor's degree or its equivalent
- Excellent English communication (written and verbal) skills.
- A minimum of two years of sales experience
- Proven sales life cycle experience - lead generation through business closing
- Proven track record in achieving sales targets
- Excellent problem solving and analytical skills
- Strong interpersonal skills
- Effective time management skills

If you think you have what it takes to succeed in a dynamic, fast-paced environment, send your CV, salary requirements and availability details to eusalescareers@transperfect.com

Your World. Your Future. Go Global!

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