



PR/087043 | Business Development Representative, Marketing(m / f / d)

Job Information

Recruiter

JAC Recruitment Germany

Job ID

1542411

Industry

Digital Marketing

Job Type

Permanent Full-time

Location

Netherlands

Salary

Negotiable, based on experience

Refreshed

May 27th, 2025 10:38

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Business Level

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

Company and Job Overview

A Japanese company to lead in development and production of interlayer film is looking for a Business Development Representative, Marketing(m/f/d) in Roermond, Netherlands.

Job Responsibilities

- Customer management: influence across design, NVH and glazing; pitch use cases; and nurture the project pipeline until the start of production.
- Strategy and research: track megatrends in automotive or architectural glazing, such as EV roofs, acoustic comfort, solar control and displays. Frame business cases and align with the R&D, Sales, Technical Service and Global Marketing teams.
- Action and execution: lead prototyping, external partnerships, vehicle tests and digital and conference promotions that prove value quickly.

Your goal is to convert marketing curiosity into business that showcases the multifunctional edge of the special film, thereby extending our leadership in laminated glass technology.

As one of new Business Development Representative you will be the bridge between inspiration and business:

- Create and grow customer accounts: map decision makers in automotive brand departments, such as Glazing, Design and NVH or architecture companies; spark concepts; lead them to business nomination.
- Run fast PDCA loops: from quick market sensing to proof-of-concept prototypes, vehicle tests and promotions.
- Shape strategy: create business plans with internal colleagues and track progress, making early adjustments if necessary.
- Partnerships externally: expand our networking in the market and enhance our prototyping and promotional capabilities.
- Tell the story: encourage customers to choose our solutions by delivering conference talks, providing demonstrations and showcasing our products in virtual showrooms.

Job Requirements

- Active, earnest ownership: You chase info, involve others, finish what you start.
- Grit & goal focus: Long development cycles need stamina.
- Rapid PDCA: You iterate hypotheses daily, not yearly.
- Fluent in English and business level in German: >50% of projects in German customers.
- Logical communicator: Earn customers' trust and speed up decision-making by challenging assumptions and presenting data-driven arguments.
- >5 years B2B/business-creation experience: Preferably in automotive, chemicals, materials, or mobility tech.
- Valid EU driving license & travel readiness: Customer visits, test drives, trade shows.

BENEFITS

- Hybrid set-up: 1.5 days per week home, 3.5 days per week where the action is (Roermond, Customers, Partners, Trade fairs).
- 36.5 days of flexible paid leave: Plan deep work weeks, long trips or school events in the middle of the day— total autonomy over your calendar will boost your creativity and well-being.

Apply online for more information about this opportunity. Due to the high volume of applicants, we regret to inform that only shortlisted candidates will be notified. Thank you for your understanding.

Company Description