

**Success stories don't just happen.  
They are made.**



**BOSCH**

## **Business Development Manager – Off Shore** f|m

Liverpool, United Kingdom

**By consistently focusing on results, we are investing in the future: You can help secure the long-term success of Bosch by playing your role and demonstrating your commitment.**

Bosch Communication Center is a business unit of Security Systems and is active as an international service provider in the field of Business Process Outsourcing. Working at locations in over ten countries, we have more than 4,000 associates who are tasked with actioning and optimizing our customers' business processes.

**Your responsibilities:** ▶ Winning medium to large-scale Contact Centre and Business Process Outsourcing business from major national and international blue chip clients ▶ Representing our organization within relevant industry networks to open up new business opportunities ▶ Developing tailored solutions utilising our global communication center network to meet clients' business objectives ▶ Communicating our value proposition to all levels of the client's organisation. ▶ Owning and driving the process from proposal creation to service realisation ▶ Acting as a main point of contact for clients throughout the sales process regarding commer-

cial topics ▶ Focussing on economic viability to ensure long-term stable growth

**Your profile:** ▶ Are a highly skilled consultative sales managers with a 'hunter' personality ▶ Can evidence a proven track record of successful sales ▶ Have established networks within the Business Process Outsourcing or Contact Centre industry ▶ Have extensive experience of off-shore solutions particularly in Asia ▶ Are an excellent communicator and with outstanding personal impact and presentation skills ▶ Are goal-driven and self-motivated with a desire to provide total customer solutions ▶ Are confident and personable with an appreciation of working in a team environment ▶ Have the desire to succeed and a passion for sales

**Make it happen.**

Please apply online now and provide details of your availability.

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