

Business Development Director EU & APAC VWRCATALYST MarketSource 100% (m/w)



To drive growth and success of global **VWRCATALYST** MarketSource solutions (3rd party procurement & sourcing) for major, mid and smaller sized customers we are looking for a Business Development Director for EU & APAC.

Responsibilities:

- Identify, develop and grow our MarketSource sales
- Commercialize the MarketSource 'for all customers' solution
- Build customer allegiances and ensure trust with internal and external customers
- Support the Sales Management in establishing customer specific value generation programs
- Facilitate MarketSource implementations locally and globally
- Develop standard, best practice MarketSource concept solutions to be applied in our projects (MS2.0)
- Support business owners conceptionally and assist profitable business decisions, based on cost-benefit data models
- Embrace continuous improvement
- Promote and build organizational relationships with the relevant business stakeholders



Skills, knowledge & experience:

- Strong leadership skills, with proven record in a matrix structure
- Excellent communication and presentation skills
- Relevant work experience, strong background in science and the specific industry knowledge
- Ability to continuously challenge existing solutions and strive for excellent customer solutions
- Strong financial analysis skills
- Innovative, passionate and result driven

We are looking forward to your application!

Please send your complete application including your salary expectations to:

careers.ch@vwr.com

For any question please contact Ms Andrea Pulfer (Tel. 044 745 14 60).

