



Job Title: Business Development Manager

Division: Development

Location: Germany

Reporting to: Head of Development

Primary Objective of this position:

Goodman is the leading developer of Logistics facilities in Germany and is currently recruiting to support its further growth.

Goodman currently has offices in Düsseldorf and Hamburg. This position will involve the identification of new logistic development projects starting from the identification of new occupier requirements, land search, conceptual design and finally the negotiation, delivery and exit of the project.

Another key responsibility will be assisting the asset management with key customer relationships & leasing of vacant properties as well as identifying and the finalising of potential projects for the development land that we currently own.

Accountabilities & duties / Key responsibilities

- + Proactively identify prospective and previously untapped business opportunities and respond to inbound enquiries.
- + Plan and carry out direct sales and marketing activities.
- + Represent Goodman by attending meetings with the related representatives, potential clients, tenant/s, and others, either individually or in combination with other colleagues, to facilitate effective information cross-flow, services coordination, problem resolution and informed decision making.
- + Development of current client relationships and extension of business networks.
- + Actively and successfully manage the entire sales process (lead generations, client proposals, profitability analysis, responses to client queries, solution pitch, negotiations, completion of contracts. This will be achieved in close collaboration with different support departments e.g. technical department, legal department, property services, accounting etc.

- + Demonstrate supply chain know-how and a sound understanding of the semi-industrial real estate development process from thought to finish, including design, development, construction and leasing of warehouses to customers.
- + Negotiation and conclusion of lease contracts at a high level.
- + Driving the logistics real estate projects that are signed to completion.
- + Providing regular progress updates and accurate reporting to the Head of Development.
- + Keep abreast of real estate market activities, developments and trends to assess possible implications on Leasing and development opportunities.

Relationships

- + The Business Development Manager must seek to establish a good working relationship with Senior Management, colleagues (in Brussels, UK & Australia) and external contacts.
- + Being able to build up a relationship and negotiate with people from different sectors and on different levels (real estate agents, logistic managers, CTO's, CFO's, CEO's).
- + Excellent fit in an international and multicultural environment.

Skills, Knowledge and Experience:

- + Hold a University degree (e.g. real estate, commercial engineering, business administration, economics, law or related field),
- + Fluent in English (written and verbal) as well as native German speaking.
- + Demonstrate a successful business development track record in a B2B context, preferably within the real estate sector and within the area of logistics
- + Mature, credible, and comfortable in dealing with senior company executives. Confident negotiator and ability to 'close the deal'.
- + Able to provide solutions to complex problems and to manage complex relationships and transactions
- + Ability to work well under pressure, prioritize work schedule, respond professionally to and meet tight deadlines.
- + Strong communication skills in all forms including written, oral, email, telephone, and presentation
- + Ability to work well within a team and on an individual basis by being flexible and adaptable, while taking up responsibility for individual targets and actions.
- + An outgoing and creative personality, daring to think out-of-the-box
- + Mobile and flexible to travel
- + Skilled in using MS-Office applications