



AimValley

Vacancy: International Business Developer

Remote, Full-time, Mid-Senior level

Company : AimValley
Location : Hilversum (The Netherlands)

AimValley, what we do

With almost 100 colleagues we provide Design Services dedicated to the development of complex embedded systems for telecom and datacom applications and other high-tech applications. We offer our customers cost-optimal and energy-efficient products with a very high availability, a long lifetime and the ability to perform in harsh environments. AimValley has a strong track record in development of such products.

AimValley, organizational culture

At AimValley we have an open and direct culture. We are technology driven. We have short lines of communication and there is ample room for autonomy, driven by professionalism.

Teamwork is key to our success. Teams are grouped around a customer project and work systematically to provide the required features and the agreed time to market. We pride ourselves in delivering our projects on time and on budget.

About the job

At AimValley, founded in 2003 and headquartered in Hilversum (the Netherlands), we design, develop and deliver high-end innovative customized network equipment. We build solutions for various demanding industries, like Telecommunication, Defense, Test & Measurement and Healthcare. Our products and services solve any technical challenge in networking and our expertise is built on many years of experience at leading global telecoms suppliers. Since 2003, we have worked on developing a comprehensive array of design and consultancy services.

For more information visit www.aimvalley.com

About the role

Your primary responsibilities will be to acquire new clients across Europe for AimValley, more specifically in the Defense or Test & Measurement market and generate incremental revenues for the company. You will be spending a good amount of your energy understanding new clients, acquiring new clients and determine the right customized solutions for our customers in close cooperation with the R&D department, the management team and your peers in other functional areas.

Key Responsibilities

- Pro-actively hunt for engineering R&D opportunities in the Defense or Test & Measurement market through direct contact. The job will involve building relationships with key players in the Defense or Test & Measurement to generate qualified opportunities, mapping the account, influencing key decision-makers, convincing the client about the AimValley value proposition and closing the deal.



AimValley

- Demonstrate business development and solution selling skills with results-orientation and an entrepreneurial mindset to meet/exceed assigned financial goals.
- Working in close cooperation with the R&D department to define and propose in time a matching customized solution for the clients.
- Upholding the commercial relationship with the clients and drive business growth.

Requirements

- Strong track record and network in Defense or Test & Measurement.
- 10+ years of proven business development experience
- Strong understanding of the Defense or Test & Measurement market
- Commercially focused and pragmatic, able to identify opportunities and propose solutions
- Experience with solution selling (as opposed to products)
- Ability to understand and tailor approach to individual client with empathy, effectively playing the role of problem-solver for the client
- Strong presentation skills
- Result oriented, client focused and a strong drive for delivering value
- English language is a must – an additional European language (French or German) would be a plus
- Willingness to travel

Why work for AimValley

- **We Value Performance:** Through salaries and performance bonuses
- Excellent team spirit in a challenging environment
- Work with leading global customers on challenging solutions
- Opportunity for personal growth

More information and/or your application

For more information about this vacancy please contact hrm@aimvalley.com.