

Business Development Manager

Procurement Consulting at Sourcing Champions

Please note:

- **Preferred start date: April 2023**
- *Only applications including **cv** and **motivation letter** will be considered.*
- *This role requires fluency in verbal & written English, and we will not be able to consider any applicants without this language ability.*

Business Development Manager – Procurement Consulting

Are you our next Sourcing Champion?

Join an exciting **scale-up** company, ready for the next phase of growth. We are truly an enthusiastic **procurement consulting** team. Our vision and growth are built on entrepreneurship and people. We want to transform Sourcing & Procurement into a real competitive advantage – Join us now!

What we offer:

- A very broad and challenging role in a scale up environment
- Champion role in Business Development
- Transform global sourcing and procurement to be a real competitive advantage for midsize and large companies and public organizations.
- Global scope.
- Work/life balance.
- Lots of freedom to act, to enrich the company with new ideas, and support the growth.
- Great office location at the Amstel River in Amsterdam.

About Sourcing Champions:

Sourcing Champions is a boutique “next level” procurement consulting firm in Global Sourcing & Procurement. We combine strategy consulting and digital technology to deliver maximum value. Sourcing Champions offers boost programs focusing on strategy, category management, transformation, sustainability, risk, cost reduction, digitalization, innovation, performance management and strategic sourcing. We partner with multinational mid-sized and large corporations on a European and global scale.

We are seeking to add a **Business Development Manager** (based in Amsterdam) to our team. To shape and accelerate our business development reaching our next level of growth.

What we expect

- MSc / MBA in Business Administration or Economics.
- Passionate about Procurement, commerce, strategy, and driving transformational change in organizations.
- **2-5 years** of work experience in Sourcing & Procurement management in consultancy.
- **> 2 years of Business Development experience in consultancy.** Experience in supporting proposal/pitch preparation and business **development activities** .
- Responsible for driving growth across our programs and expanding the positioning of Sourcing Champions. This role requires extensive sales and solution selling experience and excellent customer facing skills.
- Mentoring and driving opportunities at all stages including qualification, sales pursuit and closing by leveraging sales process and proposal expertise.
- Experience with lead generation process and systems like Salesforce.
- Experience in Sourcing & Procurement, like category **strategy & management**, tender processes, negotiations, driving complex procurement projects, contract management.
- Strong people **skills** and the ability to engage at all levels of the client's organization.
- Strong communicator with exceptional verbal, written, and presentation skills.
- Strong analytical skills.
- Advanced Microsoft Office (especially PPT & Excel) and CRM (Salesforce/ Hubspot, MS Dynamics) are a must.
- Initiative, driven, **entrepreneurial** and creative, working well both on your own as in a team context.
- Respectful towards client cultures, paradigms, and perspectives.
- Ability to influence others through your written or verbal communication.
- Fluency in English, German and Dutch is a plus.

Please send your CV and motivation letter to:

Robert Waalder, Founder & Managing Director

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