

Job Description – Europe Business Development Manager

Europe is an important geography for India and vice-versa, not only for growing existing business but also considering a huge untapped business potential it contains for Expeditors core products as well as in-country services.

Europe Business Development Manager (EBDM) profile is a strategic position with Expeditors India to grow business between Europe and Indian Sub-continent by supporting Sales, Account Management, Product & Geo teams at both ends driving constant trade-lane development.

This profile requires a combination of strategic planning & tactical approach but not limited to it, as the candidate may have to get into things to make it happen & set the process.

Following are some Key Result Areas of EBDM profile:

- Define and lead the trade-lane business development strategy
- Ensure Volume & Revenue growth through new & existing customers
- Building & maintaining relationships with key stakeholders at both ends.
- Educating the team at both ends for geography & product specifics and local business environment
- Travel to support local sales for trade-lane business development
- Create visibility and gather support
- Drive the Year Over Year Growth
- Maintain & replenish a Strong Dynamic Target List with help of teams at both ends.
- Submit a regular route progress report.
- Regular discussion/reviews with the Sales/Product/Geo
- Undertake & lead product specific initiatives & projects
- Conceptualize, develop & implement LCL business development strategy for the lane

The ultimate aim of EBDM is to create external & internal awareness of trade-lane and make it attractive enough for Sales & AM team to sell and customers to buy.
