



Asahi Brands Germany GmbH is part of Asahi Europe & International, which belongs to the Asahi Groups Holding, a global operating Company in Japan, which sells spirits, soft drinks and groceries. From our headquarter in Cologne, we successfully manage the sales and marketing of currently 9 international beer brands, such as the Czech Pilsner Urquell, the Polish Tyskie or the Italian Peroni Nastro Azzurro, with a great team.

Become part of our motivated and strong team and apply.

Business Development Manager Germany & Austria (w/m/d)

Ideally, place of residence Cologne

JOB SPECIFICS

- Potential analysis, development of business cases and creation of solutions for potential new business as well as improvement of existing business.
- Project lead and process optimization on cross-departmental projects between Marketing, Sales and Commercial Services including above market cooperation.
- Development of business scorecards in close cooperation with the business analyst and sales support department for progress monitoring on key strategic initiatives.
- Cross-departmental support to the creation, development, and execution of the mid-term strategy plan as well as the annual activity plan.
- Support to the Marketing team on innovations, and to the Sales team on new channel business development (including E-Commerce).
- Improvement of decision support processes and tools enabling the Commercial Leadership team to make the best-informed decisions.
- Exploration of new channels, cooperation's, and partnerships.

IDEAL CANDIDATE HAS

- Master's degree in Marketing, Economics, or similar
- Multiple years of experience in Business Development or similar
- Excellent project- and stakeholder management skills
- Good proficiency in German and excellent English skills both verbally as well as in writing
- Commercial experience is an advantage
- Excellent proficiency with Microsoft Excel, PowerPoint and good affinity with integrated business and decision support systems.
- Strong intrinsic self-development drive, conceptual strong thinking, and logical reasoning from concept to execution.
- Great problem solving skills
- Flexibility and hands-on mentality
- Willingness to travel (approx. 1 day a week)

WHAT WE OFFER

- Individual and structured induction into all relevant aspects of our business
- Creative cooperation and motivated teams
- Short reporting lines and decision making with high degrees of freedom
- Working in a 'family like- atmosphere whilst benefiting from being part of a large multinational player
- Flexible working time and location
- Great learning & development opportunities and future career options within the wider Asahi Europe and International business
- A company car for professional and private use, the option to lease an office bicycle, laptop and iPhone.
- A performance-based remuneration package

We look forward to receiving your application (in English or German language) stating your salary expectations and your earliest possible starting date.