Dynniq Poland Sp. z o.o. is proud to be one of the leading suppliers of traffic engineering technology. Our people are the most important asset in our pursuit of achieving excellence in technology, research and service. Our staff not only enjoys professional growth opportunities, but also an environment noted for diversity, community involvement and intellectual excitement. Currently we are looking for candidates for the position:

Business Development Manager
Job location: Warsaw

Responsible for: central and northern Poland

Main tasks:

- Performing sales activities for potential clients,
- Establishing contacts with new clients (public institutions, private companies),
- Meeting clients and partners,
- Preparation of sales plans on the basis of sales data and market research,
- Preparing and conducting presentations during the ITS congresses and directly to clients,
- Participating in internal and external meetings, presentations, trainings and consultations for clients,
- Collecting information of clients' needs and analyzing clients' demands for new products,
- Analyzing the tender documentation for tenders in allocated area,
- Taking decisions on participation in tenders in allocated area,
- Creating and promoting the company's brand,
- Preparing analysis of the market situation and market trends,
- Preparing and executing new products' development plans,
- Developing and implementing product strategies,
- Monitoring of the competitors' position in the market and analyzing their products,
- Collecting knowledge of Dynniq's and other traffic products,
- Taking part in realization of the projects,
- Reporting to Managing Director.

Required qualifications and competences:

- 2-3 years of sales experience in B2G and B2B (preferred experience in traffic engineering),
- Experience in conducting presentations to customers,
- Knowledge of selling and marketing techniques,
- Master degree in technical studies,
- Experience in dealing with Warsaw public institutions would be an asset,
- Knowledge of public procurement procedures would be an asset,
- Knowledge of English – Level B1,
- Good knowledge of MS Office software,
- Knowledge of traffic engineering would be an asset,
- Organizational skills and coordination of several projects at the same time,
- Good interpersonal skills,
- Driving license B.

Our offer:

- Employment contract for indefinite period after 3 months' probation period ,
- Interesting and challenging position in international company,
- The possibility of a real impact on company policy**,**
- Life and medical insurance,
- Multisport card co-funding,
- Salary package depending on experience and qualifications,
- Opportunity for career development,

- φ   Appropriate training,
- φ   Excellent working atmosphere.

If this sounds like it would be the right fit for you, we would be happy to receive your resume and covering letter in English and Polish at address:

ewa.michon@dynniq.com

We reserve the right to contact only selected candidates.

We kindly ask you to add the following clause to your application:
„I hereby express my consent to the processing of my personal data by Dynniq Poland sp. z o.o. with its seat in Modlniczka, at Ekranowa 6 for the purpose of existing recruitment process."

If you want us to keep the submitted documents also for the purposes of future recruitment processes, we kindly ask you to add the following clause to your application:
„I hereby express my consent to the processing of my personal data by Dynniq Poland Sp. z o.o. for the purpose of future recruitment processes in order to analyze them in terms of the recruitment processes carried out in the Dynniq Poland Sp. z o.o.."

More information about processing your personal data within recruitment process you can find on our website https://docs.wixstatic.com/ugd/9f23f3_2d7d36d180cb42dcaf4756cced530846.pdf