

International Business Development Manager

Aerospace & Defense

The role

The international business development manager will be focussing on expanding Andra Tech Group's reach into the Aerospace & Defense markets. You will;

- identify, analyse and initiate international growth opportunities
- create the go-to-market strategy
- build strategic partnerships
- do (missionary) sales
- and coordinate sales activities in the Aerospace & Defense markets

To be effective in the cooperation with the sales teams in the group, it is essential to build durable relationships not only with your sales colleagues but also the managing directors in the Operating Companies of Andra Tech Group. It goes without saying that this role requires international/intercontinental travelling.

You will be reporting to [Adwin Kannekens](#), Chief Commercial Officer.

Who are you?

We are looking for a seasoned sales or business development manager, preferably well embedded in international Aerospace & Defense networks. You have the capabilities and drive to lead Andra Tech Group's activities in this dynamic market environment. You can win new business yourselves but also have the skills as team player when cooperating with the OpCo most suited to deal with the specific opportunity you have identified. In the meanwhile you are able to keep the overview, secure the strategic direction and report on the business development in Aerospace & Defense.

This requires:

- A bachelor's or Master's degree, preferably in a technical field
- Entrepreneurial self-starter with international experience;
- Strong analytical, strategic and communication skills;
- The ability to inspire and engage others;
- Experience in the supply chain of precision mechanics is a plus
- Fluent English (German is a plus) and willingness to travel intercontinental

Furthermore, you are excited to join Andra Tech Group to become part of an ambitious and growing company.

What do we offer in return?

A challenging position with a lot of freedom in a demanding environment. The job comes with:

- An excellent salary of up to €120K per year, complemented by attractive secondary benefits (CAO Metaal en Techniek)
- Performance bonus of up to 15% of the annual salary
- 25 vacation days based on a 40-hour work week
- Company car, laptop, and phone
- Solid pension scheme via Pensioenfonds PMT
- Additional insurances (WIA/WGA)
- We highly value craftsmanship. That's why we invest not only in our state-of-the-art machinery, but also in our people through education, courses, and training programs.

Who are we?

The companies within Andra Tech Group focus on producing high-quality, precision mechanical parts. The companies within the group operate independently and differentiate themselves from each other based on complexity, volumes and accuracy of the mechanics produced. With this, the individual companies have each built a strong reputation with customers in various industries including semicon, packaging, food, automotive and aerospace. Within Andra Tech Group, we cooperate when it comes to, for instance, recruitment and investment financing, but also, for instance, by sharing specific knowledge. We do this through so-called Competence Centers, currently for 3D Metal Printing, Cleaning & Qualification and Plastic Components. Andra Tech Group currently consists of DKH, HFI, Jatec, Kusters, Lemmens, Lucassen, Innotec (DE), Mayer (DE), RJ (DE), Visietech and Wilting.

Is the International Business Development Manager Aerospace & Defense vacancy the right fit for you?

Then apply now by clicking the application button. Do you still have questions? Feel free to contact

Shirley Hagenbeek, shirley.hagenbeek@andratechgroup.com.

Please note: Acquisition in response to the International Business Development Manager Aerospace & Defense vacancy at Andra Tech Group Oss is not appreciated. We fill this role through our own recruitment channels. Candidates submitted unsolicited by agencies (including directly to the hiring manager) will be treated as direct applicants.