

Business Development Manager - Aerospace Logistics

Do you have a passion for aerospace logistics and a track record in strategic sales and customer growth? Our team is growing, and we are looking for a dynamic and experienced Business Development Manager. We are known for being Best in Town for aerospace logistics and this is due to our high standards in providing aerospace services to our customers globally.

As Business Development Manager, you will drive new business and revenue growth across our services tailored to the aerospace sector. You'll identify, pursue, and secure new opportunities, while participating in tender management, proposals, and long-term account development. You'll work closely with the commercial, operations, and tender teams to craft competitive and customer-specific logistics solutions, ensuring seamless onboarding and long-term value.

You will report to the Head of Aerospace Logistics.

Key responsibilities and tasks

- Build and maintain strong relationships with existing clients, ensuring high levels of satisfaction and retention.
- Identify, pursue, and secure new business opportunities across the aerospace logistics value chain
- Collaborate with operations and control tower teams to tailor logistics solutions that meet client needs
- Maintain accurate records of sales activities, pipeline status, and client interactions in CRM systems.
- Represent the company at industry events, trade shows, and client meetings
- Develop and execute strategic sales plans aligned with regional growth targets.
- Lead and/or assist with new customer on-boarding process, SOP's, and proposals submission
- Work with BWS operation teams on customer and profit-oriented business concepts and solutions
- Assist and consult on commercial impact and responsibilities related to new business
- Provide market intelligence and feedback to support service development and innovation

Expectations

- Regular business updates and data entry related to project sales activities into internal CRM
- Cross Departmental collaboration in terms of sales activities and data/information exchange
- Attend project kick-off or status meetings related to specific projects executed by BWS
- Travel to meetings with customers and/or BWS aerospace teams to develop new or existing opportunities
- Organize and/or attend industry conferences and trade shows
- Attend regular internal training related business development, company policies, IT and corporate compliance

Customers and communication

- You have a strong customer focus and a natural approach to customer care, communication and customer retention
- You have an outgoing role and must be able to communicate in a positive way with everybody
- You can adjust your communication to the different types of personalities – towards customers, business connections, managers and colleagues
- You communicate with respect

- Through your communication you build trust
- You are a team player

Innovation and development

- You are constantly aware of and open to developing your working procedures
- You focus on continuous improvements to achieve better results and more efficient working procedures

Culture and strategy

- You are loyal to Blue Water's culture and strategy
- You play an active part in strengthening the company culture, strategy and objectives
- You always follow set goals and tactical plans from Management
- You are expected to act safely at all times, to ensure your own safety and that of your fellow colleagues
- You focus on continuously reducing Blue Water's environmental impact, on the basis of defined environmental targets

Planning

- You commit to work in Blue Water's interest and pursue what is best for the company
- You can plan any activities and initiatives necessary to meet deadlines and contribute to achieving good results
- You have a complete overview of your activities
- You can create a general view and structure in a busy working day
- You create trust in your relationship with customers, business connections and colleagues

Economy and IT tools

Demonstrate ability to work efficiently with available technology and set procedures.

Other

Traveling is required for this role.

An exciting opportunity

We offer you an exciting opportunity to work in a team of motivated and qualified specialists, in a company with a high focus on employees and a unique culture.

What we offer

100% employer paid medical, dental, and vision coverage for employees. Additional benefits include a robust 401K, generous paid time off and values-driven, international culture.

Ready to take the next step in your career? Apply now.

As we review applications, we plan to invite qualified candidates for interviews while the posting may still be active. So if the position has piqued your interest, we recommend that you don't hesitate to send in your application.

For this role, visa sponsorship is not available. Applicants must have work authorization in the United States.

What we do – Together we create solutions

Blue Water Shipping is a global provider of all logistic services in modern supply chain management. Founded in Denmark in 1972, Blue Water is a global organization of professionals, skilled to offer complete and tailor-made solutions to any shipping requirement anywhere in the world. We offer clients the best service and highest quality in the industry.

The company is represented with more than 70 offices in 30 countries worldwide, combining a strong global network with local expertise. Every day our 2500 employees and 6 distinct business units present a broad range of offers from standardized services delivered with optimal user and customer focus, to tailor-made projects with co-created solutions for unique customer needs.

