

# Recruiting: Business Development Manager, the Netherlands

## About Meridia

Meridia is an agtech company contributing to inclusive, transparent and sustainable smallholder supply chains that are future-proof.

Built on our expertise and technology, we offer accurate and reliable field data solutions and software products at scale for smallholder supply chains. We specialise in collecting, analysing and verifying high-quality data to accelerate our client's sustainability & ESG commitments.

Accurate farm and traceability data are critical for businesses to comply with ever-stricter compliance regulations and deliver upon sustainability commitments. At the same time, most smallholders continue to struggle to earn a living income, fueling the deforestation and biodiversity crisis. Reliable field data is needed to drive the transformation toward confronting these challenges.

See <https://www.meridia.land> for more information on our work.

## The Role

As a Business Development Manager (BDM), you will be responsible for accelerating the growth of Meridia in both new and existing markets. Together with the CCO, the BDM will steer Meridia's growth plan and elevate the organisation to the next level of market capture, client growth and product-market fit. The BDM will represent the company at events, webinars and other speaking opportunities and have a role in developing the company's strategic direction together with the CCO & CEO.

You will be based in the Netherlands and will work closely with our teams in all of Meridia's countries of operations (Ghana, Indonesia, Ivory Coast and Lithuania). You will report to the CCO in the Netherlands.

## Responsibilities

The Business Development Manager has the following areas of work and responsibilities:

### Business Development

- **Business development and sales** - identify and deliver on new business opportunities both with new and existing clients. Comfortable with both commercial and donor clients and making/delivering proposals.
- **Revenue growth strategy** - together with the CEO and CCO develop and maintain the company's short and long term revenue growth strategy.
- **Managing the customer journey** - Continuous development of a customer journey process including use and management of CRM systems and other supporting tools that ensure smoother and shorter turnaround times up to contracting .
- **Ambassador for Meridia** - acting as a professional representative for the company at events, webinars and other commercial opportunities. Comfortable to get on stage and join panels.

### Market Intelligence & Pricing

- **Market intelligence gathering** - keep up to date on regulation, competitors, pricing, market needs and other market opportunities and trends to optimise and drive future revenue
- **Pricing strategy and execution** - Develop and contribute to pricing models in conjunction with finance and as part of proposal development

### The ideal candidate has/is

- Proven experience in results-oriented relationship management, market intelligence gathering and pipeline conversion
- 5-8 years of experience in B2B business development or sales roles
- Experience in SaaS business development and pricing models a plus
- Interest in sustainability and working in a purpose driven venture
- Strong communicator, comfortable engaging stakeholders and partners at various levels
- Experience with working across different cultures and continents
- Fluent in English; Proficiency in French and/or Dutch are an asset
- Based in or able to work from Amsterdam, The Netherlands
- Non-EU applicants based in The Netherlands: the candidate has the necessary permits to work in the Netherlands

### **The benefits package includes**

- Market rate salary commensurate with your skills and competencies
- 7% pension contribution
- Four-day work week
- Being part of a fast-growing impact venture with an informal, professional work culture
- A computer or laptop for work
- Engaging with team members, clients and users in various other countries
- A hybrid working environment
- Up to 5 weeks allowance of remote work per year

### **Apply!**

Applications will be processed on a rolling basis. Please apply by submitting your details: <https://podio.com/webforms/12899533/879652>.

The ideal starting date is October 2023.

If you have any questions, feel free to reach out to [jobs@meridia.land](mailto:jobs@meridia.land) for more information about this position.