



#GENERATIONTK



thyssenkrupp Automation Engineering is an internationally operating business unit of the Automotive Technology segment of thyssenkrupp AG. The company combines all activities in the field of powertrain and battery assembly with a major focus on the transformation towards electro-mobility. For its customers, the company is a strong and reliable partner that optimizes their value chain and strengthens performance.

Industrial Business Developer / (Freelance / Self-employed)

ThyssenKrupp System Engineering, S.A., Spain (Castellbisbal)

Department: Business Development / Sales

Reports to: Commercial Director / Management

Job Summary

We are looking for a Freelance / Self-employed Business Developer Industrial, highly proactive and results-oriented, with experience in industrial automation projects, to lead the acquisition and development of new business in the railway, pharmaceutical, food, and logistics sectors. Your mission will be to identify opportunities, establish strategic relationships, and generate sustainable growth for the company.

Main Responsibilities

Business Development

- Identify and capture new business opportunities in the assigned sectors, with a special focus on industrial automation projects.
- Conduct market research and competitive analysis to define entry strategies and growth plans.
- Design and execute business development plans aligned with the company's objectives.

Client and Relationship Management

- Establish and maintain strong relationships with key clients and industry stakeholders.
- Present tailored solutions that meet the needs of each client, with an emphasis on automation solutions.
- Negotiate commercial agreements and contracts to ensure long-term relationships.

Internal Collaboration

- Work closely with management, engineering, assembly, and sales teams to ensure the viability and competitiveness of the solutions offered.

Monitoring and Reporting

- Prepare activity reports, sales forecasts, and business development KPIs.
- Present progress and results to the Head of Sales.

Job Requirements

Education:

- Degree in Industrial Engineering or related fields.
- Additional training in industrial sales, automation, or business management is a plus.

Experience:

- At least 5 years of experience in B2B business development in industrial sectors, preferably in railway, pharmaceutical, food, or logistics, with a specific focus on industrial automation projects.
- Experience in negotiating with large accounts and high-value contracts.

Skills and Competencies:

- Strategic vision and results orientation.
- Analytical skills to identify market opportunities.
- Strong communication, negotiation, and networking abilities.
- Proactivity, autonomy, and decision-making capacity.
- Experience working as a freelancer or self-employed, managing time and projects independently.

Languages:

High level of English (minimum B2-C1).
Additional languages are a plus.

Availability:

Full Availability to travel nationally and internationally as required by the business.

We Offer

- Freelance or self-employed collaboration with a flexible structure.
- Competitive compensation package based on objectives and results.
- Tools necessary to perform the job.
- A dynamic and collaborative work environment.

If you are interested and meet the profile, please send your CV to araceli.jurado@thyssenkrupp-automotive.com