

Job Advertisement – Business Development Director

Job Role: Business Development Director

Status: Permanent position

Location: On site/Hybrid/Remote - Flexible within Europe (The Netherlands, France, UK, and other locations considered) and USA (Chicago).

To apply: Send your CV and other relevant material (portfolio, website, cover letter...) to careers@redslim.net

Join Redslim as our Business Development Director!

At Redslim, we transform data into strategic insights that drive success. As a trusted partner in data & analytics, we help global businesses make data-driven decisions that fuel growth. We're looking for a dynamic and strategic Business Development Director to join our team and lead revenue growth by securing new target clients.

Why Redslim?

- Be part of an innovative, diverse, and inclusive company
- Work with global clients and drive strategic impact
- Enjoy career growth opportunities in a fast-paced environment

Your Mission

As Business Development Director, you will drive topline revenue growth, identify and secure new clients, and establish long-term relationships with key stakeholders. You will leverage value-based selling and industry expertise to position Redslim as the leading data solutions provider.

Your Key Responsibilities

- Business Development & Sales Strategy – Identify new opportunities, pitch high-value solutions, and expand Redslim's presence.
- Value-Based Selling – Develop compelling value propositions that align with client needs and showcase measurable ROI.
- CRM & Pipeline Management – Optimize sales performance with data-driven insights and forecasting tools.
- Collaboration & Internal Alignment – Work closely with Marketing, Product, and Data teams to align solutions with market needs.
- Negotiation & Relationship Management – Lead high-stakes negotiations, close complex deals, and foster long-term partnerships.

What You Bring

- ✓ Proven expertise in business development, sales, or account management within data solutions, analytics, or tech industries.
- ✓ Strong industry knowledge in global markets, data trends, and tech-driven solutions.
- ✓ Exceptional leadership and strategic thinking to drive business growth.
- ✓ Ability to engage and negotiate with senior stakeholders (C-level, VP, Directors).
- ✓ Fluency in English (additional languages are a plus).
- ✓ Willingness to travel for client meetings and industry events.

Ready to drive impact and shape the future of data-driven decision-making? Join Redslim and be part of a team that's revolutionizing the industry!

Apply now or reach out for more details!

What's Next

Redslim is looking for talent and even if you still need to enrich your experience, you may already have the right skills. We believe that people from different backgrounds can bring fresh ideas, thinking, and approaches that translate in more effective and efficient ways of working. You're welcome at Redslim whatever your background is.

If you think this position is for you, please send us your application: careers@redslim.net

Redslim is an employer committed to diversity and inclusion in the workplace and equal opportunities for all. No personal characteristics should be a barrier to joining Redslim. We prohibit discrimination and harassment based on race, color, sex, religion, sexual orientation, national origin, disability, genetic information, pregnancy, or other personal characteristics. We ensure job advertisements are free from unintentional bias.