

# Business Developer – Madrid

## Introduction

Sumitomo Corporation Europe Ltd is a subsidiary of Sumitomo Corporation, a world leader in integrated trading and investment. We have access to a global network of more than 75,000 people across 66 countries. We take great pride in our technical know-how and operational ability, which is combined with a drive to keep customer service at the heart of what we do. To achieve this, we recruit high calibre individuals, we invest in their training, and give them accountability and responsibility as soon as they are ready. Find out more: [www.sumitomocorp.com/en/jp/about](http://www.sumitomocorp.com/en/jp/about).

## Role

This role will support business creation by senior colleagues, commercial and operational follow up of jobs related to ongoing business and will develop skills for their own business creation.

This role will report into the Madrid Auto Supply Chain Department General Manager.

## Scope

- Promote and support development of new business.
- Commercial activities leading to current business lines supervision and management under senior colleagues' guidance: Dealing with queries, logistics coordination, problems solving, price adjustments follow up.
- Regular market research and daily contact with business partners, proposals for new business development, improvement of existing business routines, visiting current and potential partners.
- Travel is essential and will represent a significant portion of the role, domestically or internationally.

## Qualifications/Skills/Personal Qualities

- Fluent in English and Spanish
- Good customer service skills (listening and problem solving)
- Ready to travel
- Team worker
- Autonomous action and self-motivated to achieve targets
- Polite and professional
- Good level of education (University degree)
- SAP (preferred)
- Current driving license.

## To Apply

Please complete the Candidate Application Form (found on the vacancies page [www.sumitomocorp.com/en/europe/sceu/career/current-vacancies](http://www.sumitomocorp.com/en/europe/sceu/career/current-vacancies)) and send the form along with your CV to [recruitment.sceu@sumitomocorp.com](mailto:recruitment.sceu@sumitomocorp.com).