

Reaktor

Head of Business Development

Reaktor is a global digital agency. They partner with household names such as KLM, adidas and HBO to create cutting-edge digital products for the real world and redefine the standards of digital engagement. The Head of Business Development will make sure those collaborations happen.

For whom?

- Minimum of 10 years' experience
- Consultative selling
- P&L responsible for a complex product range
- As a Sales Director, CCO or VP of Sales
- Tech-savvy
- Team management
- Hands-on deal closing

About Reaktor

Reaktor is an international software development and digital agency. Their services range from design thinking and facilitating innovation processes to hands-on design and development of products and services. They aim to be the best at making digital products for the real world. That's why they partner with ambitious companies to redefine the standards of digital engagement.

Founded 20 years ago in Helsinki, Reaktor now has more than 550 employees in seven cities around the world, from New York to Tokyo. Each office has a high level of autonomy in terms of strategy and execution, while still being able to benefit from the international Reaktor-network. The Amsterdam office was opened 3 years ago and currently consists of 42 team members, servicing clients in the Benelux, Germany and the UK. To fortify the reach and impact of the Amsterdam office, they are creating a new role: Head of Business Development.

"Our product is our team. What we can offer is the combination of really high-end engineering and quality of design."

- Ville Himberg, CEO van Reaktor Amsterdam



Head of Business Development

The Head of Business Development is responsible for the team broadening and building the client portfolio of Reaktor Amsterdam. It's a role that involves close cooperation with a team of exceptional designers and engineers as well as highly ambitious and powerful clients. Each client proposition is tailor-made, which calls for a high level of consultative selling.

The primary goal of the Head of Business Development is to develop the sales strategy and process, resulting in a healthy new business pipeline. As an inspiring leader, the Head of Business Development will set goals and priorities for the sales team as well as spend time in the field to generate leads, engage prospective clients, pursue unique and challenging opportunities and close deals.

"The Head of Business Development should understand that it's not just about increasing the number of projects. Projects should meet the standards of our engineers as well. We need to keep our portfolio interesting enough to remain the employer of choice for this level of engineers."

– Elina Andstén, People Ops bij Reaktor Amsterdam

Promising industries to broaden Reaktor's business in the Benelux, France, Germany and the UK include banking, telco, retail and e-commerce. The sales funnel currently consists of Networking, Lead Generation, Relationship Building and Proposals & Offers. The Head of Business Development will be the face of the company in the digital community and will lead the team dedicated to the initial stages of the sales funnel. They can count on the Creative Director and Head of Engineering and their teams when it comes to Proposals & Offers.



Interested?

Reaktor works with Top of Minds to fill this vacancy.
Contact Gijs Millaard for more information.

Gijs Millaard

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