

EMPLOYMENT OFFER – Business Development Manager – GTDS Europe B.V.

Location: Europe (strong preference for The Netherlands)

Type of position: Full-time

Start date: As soon as possible

Salary: Competitive salary based on relevant experience, plus commissions based on achieved sales, plus an annual performance-based bonus tied to the achievement of objectives and a company car.

To apply: Send your CV and application letter to patrick.lizotte@gtdsinc.com

About the position:

We are seeking an experienced Business Development Manager to join our team. The successful candidate will play a key role in the future of GTDS Europe B.V. by working closely with management in order to identify opportunities, business partners, suppliers and customers which can contribute to increased long term sales and profitability. This position will require extensive European travel with occasional international travel.

Job Description:

As Business Development Manager, you will be responsible for the expansion of our activities in Europe. Your daily work will include, among others:

- Identify new business opportunities in the different European countries
 - Build and maintain relationships with customers
 - Identify new suppliers (OEM's) from which customer needs can be fulfilled
 - Develop and execute sales strategies to meet and exceed sales objectives;
 - Prepare bids and proposals and/or support the GTDS bids and proposal team
 - Negotiate, develop and finalize contracts with clients as well as collaboration/representation agreements with suppliers (OEMs);
 - Manage contracts and/or support the GTDS contract management team.
 - Work collaboratively with the team to ensure exceptional customer satisfaction;
 - Represent the company at meetings, trade shows and industry events;
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Candidate Profile :

- Experience: At least 5 years of relevant business development experience in Europe. Ideally in the Defence industry.
 - Education: Ideally, university degree or college diploma in sales, marketing, business administration, engineering, international trade, or a related field.
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GTDS Europe B.V.

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Website : www.gtdsinc.com

- Languages: Full professional proficiency in English and at least one European language, written and spoken. Knowledge of additional languages is a plus. Knowledge of the Dutch language is a plus also.
- Specific Assets:
 - Experience in the defense sector or a related field (highly regulated industries, aerospace, etc.).
 - Experience in international logistics and supply chain management.
- Key Skills:
 - Excellent people skills
 - Excellent communication and negotiation skills.
 - Strong attention to detail, organizational skills, and ability to work independently.
 - High intrinsic drive to follow up/through
 - Ability to work effectively in a dynamic team environment and manage multiple priorities simultaneously.

What we offer:

- A competitive salary based on relevant experience.
- A commission scheme based on achieved sales
- An annual bonus based on the achievement of performance objectives.
- Company car
- A flexible work environment with remote work options depending on business needs.
- The opportunity to contribute to challenging projects of strategic importance.

Why join us:

We are a small company where each individual enjoys a high level of autonomy and has a real impact on the success of our projects. Your contributions quickly translate into tangible results—things move fast, and you will directly see the impact of your decisions. Unlike large organizations, there are no layers of bureaucracy; we value flexibility, responsiveness, and direct collaboration.

Our field is truly unique: the military sector. This gives us the opportunity to work on exciting projects and gain access to experiences, locations, and environments that very few people ever see. It is a strategic, demanding, yet deeply engaging industry where no two assignments are ever the same.

You will be part of a close-knit, dynamic, and committed team that values collaboration, celebrates its successes, and invests in team-building activities to strengthen cohesion. Finally, we believe commitment should be rewarded: over the long term, employees may be offered the opportunity to acquire equity in the company—a tangible way to share in our collective success.