



🏠 [EFA Ventures S.A.](#) / [Business Development Manager](#)

Business Development Manager

Neo Psychiko, Attiki, Greece | Integrated Systems & Services

EFA GROUP comprises companies in Aerospace, Security, Defense, and Industrial Cooperation with a solid international presence. EFA GROUP currently employs more than 220 people, most of whom are engineers and scientists. The GROUP has established offices across 6 international regions: Greece, Cyprus, Switzerland, USA, UAE, and Singapore to serve its customers in 34 countries worldwide. **EFA GROUP** includes **EFA VENTURES** (Supply Chain Management and integrated services), **AEROSPACE VENTURES** (Industrial Participation and related services), **SCYTALYS** (Systems Integration and Software), **ES SYSTEMS** (MEMs & IoT Integration), **EPICOS** (Global Defense B2B Information Platform), **UCANDRONE** (Unmanned Systems), **AETHER AERONAUTICS** (Target Drones), **STHENOS AI** (Intelligence Solutions), **THYREOS CYBER**. www.efagroup.eu

We are looking for an ambitious, energetic and self-motivated Business Development Manager with dedication to create and apply effective sales strategies and assist us expand our clientele and achieve sustainable financial growth. The goal is to drive sustainable financial growth by boosting sales and build, support and expand strong long-term relationships with new or existing clients.

Responsibilities:

- Assist organization achieve better brand recognition and financial growth and expand our clientele
- Conduct market research to identify new markets, customer needs and product trends.
- Develop and implement a growth strategy for products and services focused customer satisfaction and fostering new and existing relationships to increase value added.
- Create a sales network with suppliers, subcontractors and clients and oversee contractual agreements with them.
- Implement full sales cycles including business development meetings with prospective clients, initial sales pitch and complete sales proposals.
- Provide trustworthy and accurate feedback and after-sales support.
- Keep records of sales, clients and contacts.
- Coordinate tender submissions and sales proposals in conjunction with the technical BD department
- Coordinate with contracts and legal departments for review of agreements and contracts
- Coordinate with technical department to initiate and oversee the implementation of new technologies and collaborations

Requirements and Skills:

- Proven working experience as a Business Development Manager, Sales Executive, or in a relevant role for more than 3 years.
- Engineering background and preferably an MSc, ideally in subjects related to Automation, Autonomy, Unmanned Systems, or similar technologies.
- Proficiency in English is required. Knowledge of additional language(s) will be considered a plus (especially Arabic or other hard-to-learn languages from interesting, untapped markets such as Korean, Japanese, Hindi, Thai, etc.).
- Excellent communication and negotiation skills.
- Excellent public presentation skills.
- Strong time management and planning skills.
- Ability to build close relationships with people or groups, understanding each other's objectives, feelings, or ideas.
- Proficiency in the MS Office suite.
- Experience with any CRM software suite will be considered a plus.
- Experience in Monday and/or Asana will be considered a plus.
- Market knowledge in the aerospace, defense, and security sectors.
- A technical background in these sectors is nice to have.
- Some capability in programming languages (e.g., Python) for task automation or large-scale data analysis will be viewed very positively.
- Willingness to travel abroad and create a network of contacts to promote our products and services in line with the company strategy.
(Travel requirement: approximately 1–2 times per month.)

Apply for this job

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