

## **Business Development Director**

### **Germany**

**On-site Contacts- Moritz Frenzel & James O'Brien**

**Recruiter- [mauro.marenghi@zayo.com](mailto:mauro.marenghi@zayo.com)**

### **Company Overview**

Zayo provides essential bandwidth solutions across a 141,000-mile network in North America and Europe, connecting thousands of data centers and buildings. We serve carriers, media, tech, finance, healthcare, and large enterprises through offerings like dark fiber, private networks, Ethernet, and dedicated internet access.

### **Role Overview**

The Business Development Director will drive revenue growth in the European & UK markets, focusing on data center and hyperscale expansion. Key responsibilities include market strategy, footprint growth, partnership development, and revenue growth initiatives.

### **Core Responsibilities**

- **Market Intelligence:** Lead insights on the European and UK markets, especially data center and hyperscale expansion, to inform strategic investments.
- **Expansion & Growth:** Identify growth opportunities to expand Zayo's reach in new and existing markets.
- **Strategic Partnerships:** Build relationships with data centers, cloud providers, carriers, and public sector bodies for mutual business gains.
- **Revenue Initiatives:** Develop programs to drive revenue from connected data centers and expanded assets, with competitive insights and pricing strategies.
- **Customer Engagement:** Support sales teams in opportunity identification, proposals, and RFP responses, ensuring strong sales execution and partnership-driven results.

### **Key Responsibilities Summary**

- Develop market growth strategies and strategic partnerships.
- Lead solution sales in collaboration with the sales team.
- Ensure transparent reporting in Salesforce and strong communication.
- Drive programmatic growth and identify investment opportunities.
- Engage all organizational levels, from C-Level to Directors, and negotiate asset-based transactions.

### **Qualifications**

- Bachelor's in Business, Marketing, Engineering, Finance, or Economics; or equivalent experience.
- 8+ years in sales, business development, or related fields, with expertise in fiber, network services, and cloud data centers.
- Strong business acumen, analytical skills, and ability to influence decisions.
- Proficient in MS Office, G-Suite, and CRM tools (e.g., Salesforce).
- English fluency required; additional European languages are a plus.
- Excellent interpersonal and communication skills, problem-solving abilities.
- Willingness to travel up to 50%.