Business Development Manager – Aerospace & Defence

Thanks to its high level of expertise and strong passion for new challenges, **EDAG Italia** is today a benchmark for the future of the **Aerospace & Defence** industry.

Take the next step in your career and join our team.

We are looking for a **Business Development Manager – Aerospace & Defence** who will contribute their professionalism and experience to ensure high-quality support for our clients.

Your Growth Opportunities:

- Develop and strengthen business relationships with clients operating in the Aerospace & Defence sector.
- Identify new business opportunities and manage the entire sales cycle for engineering services and technology consulting solutions.
- Prepare commercial proposals, negotiate contracts and framework agreements, and support business development activities.
- Manage and develop the assigned customer portfolio, ensuring high levels of customer satisfaction and loyalty.
- Monitor project financial performance and contribute to the achievement of the company's growth objectives.
- Participate in the definition of commercial and business development strategies within the Aerospace & Defence market.
- Collaborate with recruiting and delivery teams to identify and onboard the best talent for client projects.

Your skills that will help us to get ahead:

- Degree in Engineering, Economics, or a related field.
- At least 1 year of experience as a Business Manager, Account Manager, or Sales Developer within an engineering consultancy or a high-tech services environment.
- Experience in selling engineering services and technology consulting solutions.
- Proven track record in business development within the Aerospace & Defence sector, supported by a well-established network of contacts across companies, institutions, and key industry stakeholders.
- Strong commercial mindset, combined with excellent relationship-building and negotiation skills.
- Ability to work towards ambitious targets while developing long-term relationships with clients and strategic partners.
- Excellent written and spoken English.

Total Compensation:

- **Contract Type:** Permanent Employment Contract
- **Collective Agreement:** (CCNL Commercio)
- **Gross Annual Salary (RAL):** €35,000 – €50,000 (determined on actual experienced and on the basis of objective, neutral, and verifiable criteria)
- **Incentive Scheme:** Variable bonus linked to the achievement of business development targets
- **Smart Working:** Individual remote working agreements available
- **Working Hours:** Full-time (40 hours per week) with flexible working arrangements

This offer is addressed to all individuals in compliance with equal opportunity principles, without discrimination based on gender, age, origin, or other personal characteristics, in accordance with applicable laws.

This job posting has been drafted in compliance with:

- ***Directive (EU) 2023/970*** *and* ***Legislative Decree 104/2022*** *(pay transparency and equal pay)*
- ***Legislative Decrees 216/2003*** *and* ***215/2003****, and* ***Laws 903/77*** *and* ***125/91*** *(equal treatment in employment)*
- ***EU Regulation 2016/679 GDPR*** *(data privacy protection)*

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Additional information

Location	**Turin**
Position type	**Full-time employee**
Start of work	**Nov 17, 2026**

Responsible

Malgorzata Machowina