



BUSINESS DEVELOPMENT MANAGER EXPORT (F/M/X)

Blum stands for innovative technology, exceptional product quality and great customer services around the globe. We are an industry leader in engineering and manufacturing furniture fittings, such as hinges, drawer systems or lift systems for our customers in the kitchen and furniture industry.

For this position as Business Development Manager Export, you bring extensive experience and strong connections within the US furniture sector. Based on your solid background you are required to further expand our business in USA! You will function as the direct link between our sales team in Blum Vietnam and US retailers/buyers that source furniture from Vietnam and/or other countries in South-East-Asia (SEA).

YOU WILL

- ... Be the first point of contact for furniture retailers and other relevant stakeholders in the US market and maintain regular contact with internal and external customers to develop sustainable relationships
- ... Manage and assure seamless execution throughout the customer purchasing process between Asia and the USA
- ... Work hand-in-hand with the Blum teams in the USA and SEA - primarily Vietnam but also other countries in SEA - in order to add value for all stakeholders in the USA and in SEA
- ... Participate in customer events in the USA and Vietnam/SEA, such as trade shows, in-house exhibitions, customer tours, etc. and provide product training and demonstrations to both retail partners as well as manufacturers

WE

- ... Value education – you hold a bachelor's degree and a minimum of five years' work experience in furniture industry working in a sales role and you have in-depth knowledge of sales strategies and methods
- ... Value experience – you have an extensive industry knowledge, you know the latest and future market trends
- ... Appreciate solid networks in the US luxury furniture retail market, and ideally in the hospitality market
- ... Want to strengthen relationships – you should be initiative-taking and a team player with strong organizational, planning and time management skills

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