



## **REGIONAL BUSINESS DEVELOPMENT MANAGER FOR THE REGION EUROPE EAST (F/M/X)**

We are an Austrian family-owned company and one of the world's leading manufacturers of furniture fittings. Nearly 6,700 people work for us in Vorarlberg and more than 9,850 worldwide. We deliver our products in over 120 markets. Europe East is a highly dynamic region with growth potential, where we currently serve our customers in 31 countries through 10 subsidiaries and five agencies, as well as through direct commercial partners and consultants.

Are you an experienced Business Development Manager with a track record of high performance, prepared to turn strategic intent into measurable growth for the region Europe East? We are searching for a dynamic individual to passionately and energetically support our region.

## YOU WILL

- ... identify new business opportunities and segments and drive market entry or expansion initiatives
- ... serve as a bridge between global and regional perspectives and support the local implementation of regional strategies
- ... plan, steer and implement global and regional Business Development projects
- ... establish and lead a regional expert network
- ... foster a culture of continuous improvement and customer orientation across the region

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- ... value a professional background: you hold a degree in Business Administration, International Management or related qualification as well as several years of experience in international Business Development or related field
- ... are seeking a well-rounded personality with a strategic and analytical mindset and excellent communication skills
- ... require fluent English language proficiency, knowledge of German or any other local languages of the region are an advantage
- ... expect willingness to travel (your workplace will be in Höchst or one of our subsidiaries within the region)

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Legally binding note: The actual salary is above the metalworkers' collective agreement and is based on professional qualifications and experience as well as the Vorarlberg labor market.