



## **BUSINESS DEVELOPMENT MANAGER EXPORT (F/M/X)**

**The world is a village, and country-borders are no limits anymore for international businesses. Companies source their products all over the globe and sell them nationally or internationally. The furniture industry is not different, it is a true global industry!**

**Large (furniture) retailers source their furniture in countries like Vietnam/China/Indonesia in large bulks to ship them to their stores and to sell them to their customers. US retailers like Walmart ([www.walmart.com](http://www.walmart.com)), Costco ([www.costco.com](http://www.costco.com)) or Williams-Sonoma ([www.williams-sonoma.com](http://www.williams-sonoma.com)) are just a few examples.**

### **YOU**

- ... are 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 at BUS and BVN
- ... work hand-in-hand with the teams at BUS and BVN, in order to add value for all stakeholders in the US and in Asia
- ... participate in customer events in the US and Vietnam, 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**

- ... cherish education - you hold a bachelor's degree and a minimum of 5 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 - this will be highly beneficial
- ... want to strengthen relationships – you should be initiative-taking and a team player with strong organizational, planning and time management skills
- ... expect high willingness to travel

### **Julius Blum GmbH**

Claudia Feurstein

Telefon +43 5578 705-2147