



# Business Development Manager

FULL-TIME - EISENSTADT OR VIENNA

As our product suite is quickly evolving to become a reference solution into our market segment, we are looking for a Business Development Manager that supports us in reaching out to new customers in expanding our business.

## WHAT WILL YOU BE DOING

You will identify Sales Leads, pitch our technology to new potential clients and develop our relationship with new contacts.

### MORE CONCRETELY YOU WILL BE:

- Scouting the market to identify new business opportunities and handling customer meetings
- Planning and preparing customer presentations
- Actively discussing our platform roadmap and developments with prospective customers
- Overseeing the development of marketing materials
- Actively providing input to our product teams

## WHO WILL YOU BE ADDRESSING

- Your primary target will be CSPs (Connectivity Service Providers), primarily Mobile Network Operators and major MVNOs
- Primary contacts will be senior Product & Technical Management and Executive Management within CSPs

## WHAT ARE WE LOOKING FOR

- Multi-talented person with skills such as business and financial planning, marketing and strategy development/execution
- Creative thinking to spot new opportunities and follow them up
- Experience in Telecom and Enterprise IT Technology vendor business
- Strong problem solving and analytical skill-set
- Ability to work independently as well as acting as part of a global team
- Fluent in spoken/written English and German, any other language is a benefit
- Strong communication and negotiation skills

## WHAT WE OFFER

- Join a continuously growing company **with a global presence**, commitment to innovation and a strong market position
- We are a richly diverse group of people from nearly all over the world, as we recruit purely on the strength of an individual's intellect, talent and character.
- Great working equipment starting from high-end notebooks, phones and more
- Minimum annual gross salary **starting from EUR 49,000.--** (according to the respective collective agreement) and depending on your professional qualification and experience.

Sounds great? Our Team is looking forward to receive your application including a CV as well as a meaningful cover letter, both in English. Please address all your documents to Mr. Michal Lagan - [jobs@mavoco.com](mailto:jobs@mavoco.com).