

Budapest-based opportunity

DEKOM AG is a Europe-wide hidden champion and leading full-service provider for unified collaboration & conferencing solutions, media technology and planning and building conference rooms. Together with our national and international customers, we develop solutions for better communication and collaboration between people, based on the latest technology. As an European AV specialist, we have a large, global customer base. As part of our expansion in Hungary, we are now looking for a

Junior Business Development Manager (m/w/d) in the area of Budapest

Communication and collaboration are the key factors in digitalization. Take part when we, as an European AV specialist, lay the foundation for tomorrow for our customers in Hungary.

Your tasks:

- You are setting up the location in Budapest in close cooperation with the German headquarter
- In cooperation with our experienced and strong marketing team, you generate leads
- Control and manage your own profit center with responsibility for finances and budget
- You will build your own customer base by acquiring and maintaining customers such as partners
- By observing the market, you can identify product and market trends to derive partner-specific and customized sales strategies Manage and control sales activities from lead generation, prospect consultation and contract conclusion
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We offer:

- Performance-related fixed salary and direct profit participation
- Intensive training period with an active support in building up the location and customer base
- Independent activities with a lot of creative freedom in a dynamically growing company
- A full-time, permanent employment contract
- Constant training opportunities and space for personal development
- Flexible working time models (e.g. home office, trust-based working time)
- Opportunity to become the Country Manager Hungary

As an ideal candidate you have:

- Experience in sales and an affinity for IT systems
- Entrepreneur spirit. People from other industry branches are welcome as well
- Business proficient in Hungarian and English
- You are result and implementation orientated and think entrepreneurially and analytically in order to make the Italian subsidiary a long- term success
- With good and effective communication, negotiating skills and assertiveness, you can conclude profitable contracts

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- High degree of personal responsibility, self-organization and independence
- With your excellent presentation and project management skills as well as confident demeanor, you win and retain customer
- You bring flexibility and willingness to travel for the best customer service
- Advantageous: Experience in business development; a completed bachelor's degree in economics.

Are you our sales and BDM specialist, who will advise and guide and support our customers from Hungary on their way to digitized work? Then we are looking forward to receive your application

Looking forward to your application:

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