

Warsaw-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 Poland, we are now looking for a

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

Your tasks:

- You are setting up the location in Warsaw in close cooperation with the German headquarter.
- By observing the market, you can identify product and market trends to derive partner-specific and customized sales strategies.
- 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.
- Lead generation in cooperation with our experienced and strong marketing team.
- Manage and control sales activities from lead generation, prospect consultation and contract conclusion.

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 Poland.

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.
- Initial experience as a business development manager is an advantage.
- A completed bachelor's degree in economics would be an advantage.
- You are entrepreneurial and analytical thinking and combine those two skills in a results and implementation-oriented way of working.
- Effective communication, good negotiating skills and assertiveness.
- High degree of personal responsibility, self-organization and independence.
- Excellent presentation and project management skills as well as confident demeanor and enjoying contact with people.
- Flexibility and are willing to travel.
- Excellent (verbal and written) skills in Polish.
- Advanced (verbal and written) skills in German or English.

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