

# WE ARE HIRING

Job Title:  
Business  
Development  
Manager

## Requirements

- Proven working experience as a **business development manager, sales executive, or a relevant role.**
- Proven **sales track record.**
- Experience in **customer support** is a plus.
- Proficiency in **MS Office and CRM software** (e.g., Salesforce).
- Proficiency in **English.**
- Market knowledge.
- **Communication and negotiation** skills.
- Ability to **build rapport.**
- **Time management and planning** skills.
- BSc/BA in **business administration, sales, or a relevant field.**



## Job Description:

VBT Software Austria GmbH is seeking a **Business Development Manager** who is **ambitious, energetic, and dedicated** to expanding our clientele. As the front of the company, you will **create and apply effective sales strategies** that will **drive sustainable financial growth** and forge **strong relationships** with clients.

## Responsibilities:

- Develop a **growth strategy** focused on **financial gain** and **customer satisfaction.**
- Conduct research to **identify new markets** and **customer needs.**
- Arrange **business meetings** with prospective clients.
- Promote the **company's products and services**, addressing or predicting **clients' objectives.**
- Prepare sales contracts and ensure adherence to law-established rules and guidelines.
- Keep records of **sales, revenue, invoices, etc.**
- Provide trustworthy **feedback** and **after-sales support.**
- Build **long-term relationships** with new and existing customers.
- Develop entry-level staff into **valuable salespeople.**

Submit Your CV



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