



*Perfect moments, always*

# **BUSINESS DEVELOPMENT MANAGER (m/w)**

Job ID: DE010118

JTB Group is one of the leading travel management companies in the world, founded in 1912 in Japan, now represented in 36 countries by over 28000 employees. JTB Europe, Corporate Events & Travel is a part of the group providing corporate event and business travel management support to corporate clients through its 15 offices in Europe.

As our company is expanding we are looking for new people to join our team and grow together.

## **WHAT WE WANT:**

A Business Development Manager who will take responsibility for extending out network of corporate clients among international and local companies on the German market to increase our sales of event management services.

The person will be a part of our Global European Sales Team, report directly to Head of Business Development, JTB Europe Headquarters, and work in close cooperation with other 15 JTB Europe markets.

Product to sell: Corporate event management in Europe and Asia (i.e. conferences, business meetings, incentive trips, product launches and other events designed and handled by JTB according to client's requirements).

## **WHAT YOU NEED TO BE THE RIGHT FIT:**

- A proven track record of sales success and account management in MICE or related fields
- Ability to achieve financial goals
- Excellent German and English written and verbal communication skills
- Excellent presentation and negotiation skills
- Prior experience with a professional MICE or PR or travel management or brand marketing agency
- Competence in MS (Word, Excel, PowerPoint)
- Knowledge of destinations, event management industry trends and specifics
- Ability and willingness to travel
- Deep interest in event and travel industry

## **WHAT YOU CAN EXPECT:**

- Permanent employment contract
- Attractive bonus system directly bound to your results
- Versatile and varied task area
- Working in a multinational team on a global level
- Travel and training opportunities
- Flat hierarchy and short decision paths
- Pleasant and friendly working atmosphere

## **Are you interested?**

Then send your meaningful application in english with your salary expectations and availability by mail to [marco\\_budweg@jtb-europe.com](mailto:marco_budweg@jtb-europe.com). Please specify job ID in the subject field: DE010118