

SEE Spain's headquarter is located in Barcelona and for our Barcelona office we are looking for a highly qualified

BUSINESS DEVELOPMENT MANAGER (m/f/d)

Part-time (20 hours p. week)

for the expansion of our customer base in the DACH region – and very gladly beyond.

This challenging position is extremely exciting and offers excellent scope for development opportunities within in a dynamic and committed team.

Your profile:

- You have a degree in tourism, event marketing or business administration, preferably a Master's degree
- You have several years of experience in event management, live communication, sales and marketing and business development
- You have at least three years of experience in sales and/ or business development within the MICE industry and ideally, also practical experience and organisational talent in managing small to extra-large projects, leading project teams and coordinating external partners and service providers
- You are ambitious, have great attention to detail and a desire to take on responsibility
- Deadlines don't stress you out and you remain calm under pressure, even if it gets a little more turbulent at times
- You have an open and empathetic mindset and an agile work attitude with a hands-on mentality
- Analytical thinking is no foreign concept to you, and you have experience in building a brand
- You are confident and personable, and you know how to approach existing and prospective clients

Languages:

- German: native speaker or business fluent
- English: business fluent
- Spanish and/ or other languages are a bonus

Your tasks include:

- In conjunction with our Managing Director, you will lead the business development and further expand the SEE Spain brand
- You will drive growth and expansion of SEE Spain in Europe while focussing on the DACH region
- You will develop a strategy for SEE Spain with a focus on agency customers and small to medium-sized businesses, wanting to organise events in Spain or other European countries
- You will implement the strategy for SEE Spain to achieve growth targets

- You develop measures to introduce new projects to the pipeline and you ensure that these are implemented professionally
- You support the entire SEE network in developing the necessary skills to successfully build the business in Spain as well as in other European countries
- You regularly report to the partners of SEE network about business development activities, conduct sales meetings, visit customers and develop new and existing business opportunities at trade shows

SEE Spain offers you:

- The opportunity to help shape a successful company and to contribute your own ideas
- A highly professional environment with colleagues who enjoy events and working with people. We are passionate, fair, helpful, open and uncomplicated. We enjoy what we do and love working on an international scale
- Working with top brands from a broad range of industries
- The opportunity to travel extensively
- A competitive salary
- Flexible working hours, from anywhere in the world (remote)
- A hip and trendy office in the heart of Barcelona - where we love to enjoy a café con leche with you on the patio when you are in the office
- An exciting opportunity to help scope the development and expansion of the sales and marketing for SEE Spain and the wider SEE network

We look forward to your application! Please email sarah.dambruoso@see-network.es

Please send us your complete application with a meaningful CV. A creative covering letter, addressing the tasks outlined above, will increase your chances enormously.