



With the support from
the European Union Programme
EaSI 2014-2020



Job vacancy:
Business Development Manager (m/f/d) Italy - REMOTE
Business Development Manager (m/f/d) Germany and Austria - REMOTE

Number of available position: 1 + 1

Employer: Transped Europe GmbH

General information:

Location: Wörgl, Austria

Form of employment: job

Type of contract: full time

Duration: open ended

Gross monthly wage (Euro): minimum 2500. If your profile meets the requirements of the advertised position, there is the possibility of an annual salary of up to € 60,000 gross. Part of this remuneration is a bonus and an attractive benefits package. The actual gross salary depends on education, relevant work experience and qualifications.

Job description:

In the position as a Business Development Manager (for Italy or for Germany+Austria) you will be responsible for the support of existing customers as well as for the acquisition of new customers. You will analyse and monitor your target market and you will work directly on new strategies to develop our market position. Within your target market, you will expand your sales area by applying diverse sales activities. Furthermore, you will negotiate prices and conditions and close logistic contracts with our business partners. Finally, you take care that your customers are satisfied and extend your co-operation further.

THE COMPANY OFFERS:

- A secure job with a familiar corporate culture in a stable, future-oriented industry
- A practical training lasting several months in an international environment
- Career opportunities - We do not hire new managers, but rather train them in the company
- Financial support for language courses for German as a foreign language (up to level B1) + state ÖSD examination
- Free parking in the car park next to the office building
- A free Transped shuttle from / to Wörgl train station or from / to Innsbruck, adapted to working hours
- Discounted refueling at the in-house petrol station (diesel)
- Meal-voucher



- Health offers: company doctor and various vaccination offers as well as team sports with colleagues
- In addition, cool events and common leisure activities
- Assistance in finding accommodation

Requirements:

- **General requirements:**
 - EU + Norway and Iceland citizenship or EU long term residence permit
 - Residence in any of the EU Member States (except Austria) + Norway and Iceland
 - Registered on EURES TMS platform with a complete CV in English
- **Language knowledge profiles:**
 - ITALIAN MOTHERTONGUE + ENGLISH C1
 - GERMAN MOTHERTONGUE + ENGLISH C1
- **Other specific requirements:**
 - You have a talent in sales and you already have work experience in the fields of Customer Service, Sales or similar
 - You have a car driving license
 - You are an open, communicative personality and you have good negotiation skills.
 - You like to stay in contact with customers and like to travel to meet them personally
 - You are self-motivated, flexible and you like to work self-directed and independently
 - You have an entrepreneurial attitude and you like to work success-oriented
 - You like to be part of a young, dynamic, multicultural team.

ISCO Profile requested: Managers, professionals, technicians and associate professionals

Procedure to participate in the selection:

Deadline: ongoing

To participate in the selection it is necessary to be **registered on EURES-TMS Platform:** <https://euresmobility.anpal.gov.it/>

The CV inserted must be written in English and COMPLETED in all the fields.

Once you are registered and you have COMPLETELY filled in your CV, send an email to jobmobility@cittametropolitanaroma.it (att. Virginia Mazzi) writing **“Business Development Manager – Transped Europe”** in the subject.

Only candidates registered, with a complete CV and responding to the requirements will be contacted for the selection.