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| |  |  | | --- | --- | | |  | | --- | | We are a family-owned trading, logistics company founded in the early 1970s and based in Vienna. It is an internationally active, successful family business with an extremely and appreciative corporate culture. Since the company was founded more than 40 years ago, the business activities of the family-run group of companies have been closely linked to the CEE countries. Many years of experience and strong local presence today represent a unique USP for our client’s partner.  For our further expansion in Central Asian countries, the company is looking for a dynamic, innovative, future-oriented **Sales & Business Development Manager**, who will assume full strategic, conceptual and operational responsibility for the expansion of this area’s. The future job holder (m/f) will on the one hand be responsible for the trusting support and maintenance of existing customer and supplier relationships and on the other and for the redesign of the future-oriented concept, the acquisition of new customers.  **Professional & Personal Qualification:**   * 5-10 years of proven relevant professional experience in a position with similar responsibilities * Dynamic personality, entrepreneurial spirit with hands-on qualities, communicative, creative personality with winning charisma and engaging manner * Strong business development and customer acquisition skills - excellent consulting skills combined with closing power * Very structured with a strong strategic orientation and quick comprehension skills * Practical, hands-on mentality for a strong operational role * Strong solution and implementation orientation * Analytical skills and structured way of working * Pragmatic, yet visionary, consistent and results-oriented * Ability to make decisions and hold responsibility for them * Strong sense for trends, developments and resulting business potentials * Distinct competence in dealing with customers and suppliers * Excellent knowledge of printing and/or packaging market is an advantage * Business fluency in English * Competent user of MS Office suite. ERP and logistics software knowledge is an advantage.   **Responsibility:**   * Strategic and operational development of the business area and customers as well as development of alternative business models * Consistent development of key accounts and strong focus on new customer acquisition * Full P&L responsibility for the business in Central Asian countries * Direct reporting line to the HQ in Austria.   **Location:**Kazakhstan, Almaty  If you are interested in this position, please send your CV to the Career Centers' e-mail [karrierezentrum@dku.kz](https://mail.yandex.kz/?uid=1130000045700633#compose?to=%22Nailya%20Saniyazova%22%20%3Ckarrierezentrum%40dku.kz%3E)  With best regards, | | |

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