

GZ MEDIA is one of the leading suppliers of printing (packaging and documentation), data carriers (CD, DVD, vinyl), fulfillment and logistic services for companies within consumer electronics, music, luxury packaging, software, telecommunications and other industries in Europe. We are dynamically growing profitable company with its headquarters and production plant in the Czech Republic and have customer base all across Europe represented by brands like Canon, Diageo, Foxconn, IKEA, Samsung, Sony, Symantec, Universal Music, Vodafone and many others.

We are seeking a

**Business Development Manager**

for acquiring new business in Germany, Benelux, UK and Ireland, . Primary target market segments are consumer electronics, drink industry, telecommunications, software, cosmetics and luxury packaging.

 **Successful candidate’s profile:**

* Experience and knowledge of any of the targeted market segments
* Experience with new business development and key account management
* Background in printing, packaging industry or supply-chain management is advantage
* Experience in dealing with multinational companies is advantage
* Great communication and negotiation skills
* Goal oriented and highly motivated person
* Readiness to travel

**Main responsibilities:**

* Identify and seek new business opportunities, develop and execute sale strategies
* Acquire new customers and develop relationship with strategic partners

**What we offer:**

* Competitive remuneration with unlimited bonus system
* Career within successful company with strong potential to further grow
* Innovative and entrepreneurial environment