GABRIEL-CHEMIE GROUP

GROW WiTH US



GROUP BUSINESS DEVELOPMENT MANAGER - CENTRAL EUROPE (M/F/D)

We are an internationally operating group of companies specializing in the coloring and refining of plastics and are Europe's largest family-owned masterbatch manufacturer. As an independent, profitable company, we want to grow sustainably with a balanced social and ecological approach. We see our employees as an important resource and want to become one of the most sought-after employers. Be part of this vision and grow with us!

Czech Republic and Hungary.

FULL-TIME

from 2027

YOUR DIVERSE SCOPE OF RESPONSIBILITIES:

We are looking for an experienced and entrepreneurial Business Development Manager who knows how to turn market potential into new business.

Your mission: expand our customer base and strengthen our market position. You will take ownership of new business development, from identifying the right opportunities and opening doors to building relationships, negotiating commercial terms and winning new customers.

Develop the Market in Czech Republic and Hungary

- Identify and develop new business opportunities, including relevant market trends, target customers and applications
- Build and continuously expand a strong network within the plastics and related industries
- Present our solutions professionally and lead price and contract negotiations with a clear focus on closing business

Win New Customers & Create Solutions

- Proactively approach potential customers and key decision-makers and develop qualified opportunities into new business
- Manage the new-customer journey from initial contact through commercial negotiation to successful contract conclusion
- Understand customer requirements and develop tailored solutions and proposals together

with our technical and commercial experts

Connect Customers with our Organization

- Collaborate with our international Business Development team and colleagues across Sales, Marketing and Technical Services
- Ensure professional internal coordination and a smooth handover of newly acquired customers to the responsible sales organization

Manage Your Business

- Maintain a structured and transparent opportunity pipeline in the CRM and regularly report on activities, opportunities and market developments
- Take ownership of agreed new-customer and revenue targets across the assigned markets

YOUR PROFILE:

- Several years of successful experience in B2B business development
- Ideally, experience within masterbatch, plastics, compounding, chemicals, additives or a comparable technical industry
- A strong hunter mentality and the ability to create business opportunities
- Confidence in approaching new customers and building relationships at different organizational levels
- Strong commercial and negotiation skills
- An independent, pragmatic and results-oriented way of working
- The ability to successfully organize your own activities across countries while working remotely
- Fluent / business-proficient Czech, Hungarian and English, both written and spoken
- Willingness to travel approximately 50% within the region and occasionally beyond
- Confidence working with CRM systems and MS Office

OUR OFFER:

This is a highly independent, remote position for someone who enjoys being close to the market, meeting customers and making things happen.

- Real responsibility for developing Central European markets
- The freedom to organize your work remotely and manage your territory independently
- Employment in either the Czech Republic or Hungary
- Direct access to experienced technical, sales and marketing specialists
- Short communication channels and room to contribute your own ideas
- A stable, international and successful family-owned company
- Company car, mobile phone and laptop
- Flexible working arrangements and country-specific employee benefits

SEND YOUR APPLICATION IN ENGLISH LANGUAGE TO:
Mr. Albert Boehm

WWW.GABRIEL-CHEMIE.COM

FOLLOW US

Jetzt bewerben