

becker: human resource solutions is an HR consulting business specialised in all personnel-related issues as well as in the recruitment for positions of expertise and management. On behalf of our client, a leading international IT company, we are searching for a

## Product Business Development Manager for Document Digitization and Digital Transformation - Vienna & CEE (m/w)



As Product Business Developer, you will be responsible for over 20 CEE countries. You will play a central role in the development of the B2B business throughout the region. In this role you actively drive the solution business and take responsibility for regional sales and profit targets.

### Responsibilities & Tasks

- You identify market opportunities, drive sales enablement and demand creation for Document Digitization and Digital Transformation
- Your business passion is document digitization and vertical applications
- One of your key responsibilities is to implement a product marketing strategy and develop product USP for selected region. Parallel you are tracking competitors activities on regional level.
- Part of your business is the product consultancy to internal and external sales teams
- You identify USPs based on customer needs and competitor lineup and train internal and external teams
- Execution of regional offerings in the local market and development new integrated offerings
- Responsible for product revenue and gross profit budget for the region and product group
- In your responsibility is to implement regional and local pricing strategies
- Regular customer and partner visits in the region with local sales and business development are part of your business requirements.

### Required Skills & Qualifications

- You have experience in the field of Document Digitization and Digital Transformation in a sales & marketing related position. CEE markets experience is an additional advantage
  - As a professional you have strong communication and presentation skills and good business English.
  - Good consultative selling skills and effectiveness in building relationships are additional strengths.
-

- You are open minded towards other cultures – especially within Europe – and are prepared to travel (expected travel time will be up to 25%, less time during Covid)
- You see yourself as result driven, creative and with Entrepreneurship
- You appreciate a flexible, dynamic working environment which is used to work with spirit together
- You are a team player, passionate in managing diverse teams and ensure collaboration between teams

### Details

- You can expect a rewarding remuneration corresponding to the level of responsibility. The salary has fixed and variable parts, with an expected yearly value of at least € 70,000 gross (38,5h/week). Final agreed salary depending on qualification and experience.
- The work will be based in Vienna, in an international work environment. Travel expectations within Central Eastern Countries in this position are around 20%

**f you are interested in such a career change, please send your application or request for information to:**

**becker: human resource solutions**  
1030 Vienna I Hofmannsthalg.5/19  
Mr Nikolaus Becker  
T > +43 (1) 9660210  
M > +43 (0) 664-3868000  
M >: [nbecker@becker-hrs.at](mailto:nbecker@becker-hrs.at)



