

Business Development Manager / Key Account Manager

Uchádzača overíme na vašu žiadosť

Očakávaná mzda: **2 500 €**

Cena: **3 000 € bez DPH**

Preferovaná pracovná pozícia

Vzťahový manažér

IT manager

Obchodný manažér

Key account manager

Obchodný zástupca

Medzinárodný manažment

Business Consulting

New Business Development

Preferovaná lokalita

Bratislavský kraj

Okres Trnava

Okres Viedeň

Jazyky

Slovensky - Expert (C2)

Česky - Pokročilý (C1)

Anglicky - Pokročilý (C1)

Maďarsky - Začiatočník (A2)

Nemecky - Začiatočník (A2)

Rusky - Začiatočník (A2)

Zručnosti

Microsoft Office - Pokročilý

Pracovné skúsenosti / Work experiences

05/2018 - present

Business Development Manager

Zameranie spoločnosti:

Support activities to performing arts

- » management of existing and new clients and respective business opportunities
- » analysis, trends and market research, identification of customer needs
- » developing growth strategies and increasing client base, quotes and business proposals
- » negotiating with stakeholders

04/2016 - 04/2018

Key Account Manager

Zameranie spoločnosti:

Computer programming

- » managing and building on excellent relationships with existing customers
- » business and solution proposals, consulting
- » product launches and marketing support
- » contract management

03/2015 - 03/2016

Project Manager

Zameranie spoločnosti:

Other information technology and computer services

- » project planning and implementation
- » full management of business applications projects
- » conducting resources, deliverables and full project delivery
- » monitoring, tracking and presenting project progress to all stakeholders

09/2007 - 12/2014

Security Technologies Project Manager

Zameranie spoločnosti:

Airline

- » coordinated global security system project delivery, implementation and customization
- » led airline's International and Domestic surveillance IP security systems project
- » access control system integration, customization and management
- » oversaw a small team of external project resources and third party deliveries

Vzdelanie / Education

1991 - 1996

University

Master's Degree in Information Science Department of Telecommunication

Certificates: **1. Pelco Security Systems 2. AXIS Communications 3. Cisco Systems 4. Hewlett Packard 5. Sonus Networks 6. Project Management Foundations 7. Sales Fundamentals 8. Soft Skills for Sales Professionals 9. Presentation Tactics**

Other skills: **1. Productivity tools 2. Sales & Business tools 3. Collaboration tools 4. Graphic tools 5. System tools**