

Job Title: Business Development Manager (Germany)

The Company

The Fastener + Fixing portfolio, part of the Mack Brooks Group, is a 20 year B2B publishing success story, consistently achieving year on year growth above market expectations. Our unrivalled approach to intelligent content makes us the 'go to' source for industry specific content on a global scale. Our media platforms, both in print and online, attracts a high volume of advertisers who recognise the benefits of being associated with a market leader,

The Mack Brooks Group is a leading international exhibition/trade fair organiser and publisher of business to business magazines, working throughout Europe, the USA and Asia. Established in 1965 the company is privately-owned, profitable and looks to expand its activities within media including exhibitions, publishing and the internet, by both new product development and acquisition.

The Position

We have an exciting opportunity for a talented German-speaking Business Development Manager to be an ambassador for the brand through relationship management as well as generate new business in German speaking countries (DACH).

The responsibilities include maintaining and developing client relationships (clients range from multi-billion Euro companies to SMEs), maximizing revenue, and finding new business across both the B2B print magazine and corresponding websites.

As Business Development Manager, the role will require overseas travel, client visits, and attending industry specific events. We would consider applicants based in Germany and the United Kingdom who have a home office.

The ideal candidate will be creative, tenacious and driven to succeed in a highly competitive market place. A minimum 2 years sales experience (preferably in the media sector) is required, with a proven track record. Additional languages skills will be a distinct advantage.

Key Responsibilities include:

- Sell advertising solutions across the portfolio
- Manage your own client base
- Develop new business and revenue streams
- Meet and exceed agreed targets
- Work closely with the editorial department

Required Skills:

- Strong interpersonal and organisational skills
- Highly motivated
- A spirit of innovation, fresh ideas and energy
- Proven creative aptitude, with a passion for the business
- The ability to work both independently and as a team player
- Excellent negotiation skills
- Proactive, responsive and able to work under pressure

The duties and responsibilities in this job description are intended to be indicative but not exhaustive of the responsibilities of the post holder. As Mack Brooks develops, the requirements of the job may develop and change. The post holder will be expected to adapt to these changes.

Mack Brooks is an equal opportunities employer.