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# Senior Sales & Business Development Manager (m/f/x)

Industrial Marking & Integration Solutions – International Industrial Group

Our client is an internationally operating, technology-driven industrial group that is further expanding a high-growth business segment in the field of industrial marking and integration solutions. In this key position, you will take full commercial ownership of developing and scaling this business area, combining strategic business development responsibilities with hands-on sales leadership. Acting as a true player-coach, you will lead and develop a small international sales and pre-sales team while at the same time actively driving new customer acquisition, managing key accounts, and identifying new market opportunities.

Ansprechperson



**Claudia Raimann**

claudia.raimann@iventa.at

+43 (1) 523 49 44-217

## Your role

A central part of the role will be to analyse market developments, identify attractive segments and applications, and translate insights into clear business cases and go-to-market strategies. You will play an active role in shaping and refining the commercial strategy, contributing to portfolio development, pricing approaches, and value propositions in close collaboration with product management and technical functions. In addition, you will build and expand strategic partnerships and ecosystems to accelerate sustainable growth.

## Your qualification




The ideal candidate brings a proven track record in sales, business development, or market development within an industrial or high-tech environment, ideally involving complex, solution-oriented products such as automation, machinery, or integrated systems. You have strong analytical capabilities, particularly in assessing market opportunities and developing robust business cases, and are experienced in managing international B2B sales cycles and project-based business.

On a personal level, you are an entrepreneurial and hands-on leader with strong ownership and a clear drive to achieve results. You combine strategic thinking with executional excellence and are a confident communicator, able to engage effectively with internal and external stakeholders at all levels. A collaborative mindset and the ability to work cross-functionally are essential for success in this role.

## The benefits

The position offers an attractive overall package of at least EUR 100.000,- gross per year, reflecting the seniority and impact of the role and including a competitive performance-based component. In addition, the company provides a company car, flexible working time arrangements, and a high degree of flexibility regarding place of work, supporting a modern and agile way of collaboration. The organisation places strong emphasis on values such as trust, responsibility, and long-term partnership, offering an environment where entrepreneurial thinking, personal ownership, and sustainable growth are actively encouraged.

## Leistungen

-  Flexible Arbeitszeiten / Gleitzeit
-  Firmenwagen und/oder Firmenparkplatz
-  Home-Office Option

### Jährliche Gehaltsspanne

**Mindestgehalt:** € 100.000

**mögliche Überzahlung:** € 100.000

## Kontakt

Für weitere Fragen zum Bewerbungsprozess wenden Sie sich bitte an:



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