



WHO ARE WE?

GMV (www.gmv.com) is a privately-owned technological enterprise group with an international presence employing more than 1,100 staff. Founded in 1984, GMV mainly operates for both public and private organizations in eight large sectors: Aeronautics, Space, Defense, Health, Security, Transportation, Telecommunications and Information Technologies.

We recruit and hire the most outstanding engineers, and encourage innovation, technical excellence and continuing education. Our engineers regularly present papers at technical conferences, continue their education and we reinvest more than 12% of our budget in R&D projects. This striving for excellence, innovation and flexibility is a major part of our culture. We provide very competitive compensation, attractive benefits, and a great work environment with lots of opportunities for professional growth.

Currently we are seeking to employ a person to work as:

Business Development Manager

At this position you will be in charge of the business development of GMV's Space and Defense projects in Germany.

The person in this position will be able to do most of these functions in an immediate future:

- Acquire new business for GMV SED products and services, with specific focus on the German defense and aeronautical industries.
- Participate in establishment of new business acquisition targets and strategy.
- Establish and maintain contacts with key partners in the German defense and aeronautical industries, allowing early identification of new programmes in which GMV could participate.
- Prepare proposals and coordinate with proposal teams for best results.
- Support management in the establishment of strategic partnerships.
- Participate in customer satisfaction assessment campaigns.
- Analyze industry trends and feedback from contacts to suggest improvement and/or expansion of GMV's current line of products and services.
- Prepare presentations and review brochures and other marketing materials in coordination with the marketing department.
- Propose participation in trade shows, conferences and other events and represent GMV at these events.
- Support the above activities for the GMV group at a European or international level.
- Prepare reports for management covering the above activities.

Requirements:

- Academic degree: University degree or equivalent experience
- Level of English: advanced
- Level of German: native
- Knowledge of Spanish advantageous
- Technical Knowledge: Engineering or science
- Experience: commercial aspects of engineering, defense and aeronautical industry
- Based in Munich
- Open to frequent travel

If you are willing to work in an interesting, fast-paced, challenging, diverse and global company that is growing rapidly, please send us your résumé in English.

jobs@gmv.com

For more information about GMV, please visit our website at **www.gmv.com**