

SWAROVSKI



Unleash your Savoir-Faire

New Business Development Manager - Global Key Accounts (f/m/d)

Wattens, Austria

At Swarovski, where innovation meets inspiration, our people desire to explore, experience, and create. We are looking for a **New Business Development Manager - Global Key Accounts (f/m/d)** where you will get a chance to work in a rewarding role within a diverse team that is pushing boundaries. Be part of a truly iconic global brand, learn and grow with us. We're bold and inventive, revealing astonishing things like no one else can. A world of wonder awaits you.

About the job

- Collaborating and assisting regional teams to leverage local new business opportunities in order to increase and nurture B2B's sustainable sales growth
- Supporting local markets with lead management pipeline, creation of outreach pitch presentations along with creative product solutions for strategic must-win potential clients and new client acquisition by identifying potential sales-driven solutions
- Building and maintaining strong relationships with key stakeholders, including clients, internal counterparts, and industry influencers
- Identifying new potential segments and/or regional niches by conducting research, data analysis and recommendations for a global and/or regional implementation
- Identifying trendsetter ideas and initiatives, where B2B can generate new business opportunities in a regional or global capacity, while staying up-to-date with industry developments and best practices to identify new opportunities for innovation and growth
- Cross-functional collaboration with central global sales operations teams to explore and develop solutions (digital/physical tools) require for a successful market penetration
- Applying comprehensive knowledge of marketing and product strategies to assist local sales teams to craft compelling positioning strategies

About you

We are looking for a unique and amazing talent, who brings along the following:

- Ideally 5+ years of experience in new business development or similar role, related to luxury and/or lifestyle fashion, proven success in B2B sales or similar role
- Proven experience in sales management with background in B2B and B2C channels
- Experience in business analysis
- Bachelor's Degree in Business, Business Administration, Marketing & Management or related degree
- Knowledge of marketing, social media marketing and product strategies
- Knowledge about Swarovski's B2B business model, customer profile, fashion industry and market dynamics would be a great advantage
- Strong market research background would be a big asset
- Proficiency in English, knowledge of other languages is a plus
- Advanced proficiency in Microsoft tools, especially Microsoft Excel and CRM Sales tool - Microsoft Dynamics
- Visual design proficiency
- Team orientation, proactive and creative thinking with great organizational and problem solving skills
- Excellent interpersonal and verbal/written communication skills with the ability to build and maintain positive business relationships
- Willingness to travel (up to 20%, mostly European countries)



Masters of Light Since 1895

Swarovski creates beautiful crystal-based products of impeccable quality and craftsmanship that bring joy and celebrate individuality. Founded in 1895 in Austria, the company designs, manufactures and sells the world's finest crystal, gemstones, Swarovski Created Diamonds and zirconia, jewelry, and accessories, as well as crystal objects and home accessories. Swarovski Crystal Business has a global reach with approximately 2,400 stores and 6,700 points of sales in around 140 countries and employs more than 18,000 people. Together with its sister companies Swarovski Optik (optical devices) and Tyrolit (abrasives), Swarovski Crystal Business forms the Swarovski Group. A responsible relationship with people and the planet is part of Swarovski's heritage. Today this legacy is rooted in sustainability measures across the value chain, with an emphasis on circular innovation, championing diversity, inclusion and self-expression, and in the philanthropic work of the Swarovski Foundation, which supports charitable organizations bringing positive environmental and social impact.

Due to legal reasons, we advise that the collectively agreed base monthly salary for this position is at least € 3.497,87 gross monthly. Our actual salaries are market competitive and take individual qualifications and experience into consideration.

CREATE A WORLD OF WONDER