

# BUSINESS DEVELOPMENT MANAGER

## MONITORING SOLUTIONS

### KEY ACCOUNTABILITIES

- Ability to develop strategies for the business field
- Development of a business plan and definition of local sales plans in the countries we cover
- Direct contact with regionally based clients to promote the monitoring solutions
- Identification of new projects through contact with clients and market awareness
- Understanding of structural and/or geotechnical monitoring systems
- Experience with the installation of monitoring and data acquisition systems

### REQUIREMENTS

- Degree in civil engineering, or surveying, or geology, or geotechnology
- 3 years' experience (minimum)
- Strong knowledge within construction industry (*ideally in surveying and monitoring industry*)
- Excellent written and verbal communication skills
- Knowledge of Microsoft Office – Word, Outlook and Excel
- Strong technical knowledge
- Ambition to learn and develop
- Willingness to travel in the business region

### KEY COMPETENCIES

- Monitoring or technical sensor data communication
- Time and Priority Management
- Understand scopes of work and project requirements to advise the customers during the tender process
- Possess an understanding of surveying and monitoring or sensor communication
- Communication skills
- Possess the ability to work with autonomy or as part of a team

### WHAT YOU CAN LOOK FORWARD TO

- Working on the interesting projects throughout the Europe
- Setting up the standard in the monitoring industry
- Setting up the one of the kind monitoring department within Europe
- Strong partnership with the state-of-art manufacturers
- State-of-art companies such as 3gon and TPI as a strong technology background

### ABOUT THE POSITION

This is an exciting opportunity for a Business Development Manager to join our enthusiastic team to develop the structural health and geotechnical monitoring business in our region consisting of multiple countries. 3gon and TPI offers a range of geodetic, wireless and geotechnical monitoring solutions to our customers and are looking for an experienced person with a strong experience in providing monitoring services and / or monitoring design. Your responsibility would be to set up the state-of-art and unique monitoring department.

**Region:** Czech republic, Slovakia, Poland, Lithuania, Latvia, Ukraine

**Employment:** Full-time



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