



Business Development – Quarry and Open Pit Balkan/CEE

Geobrugg is a Swiss-based company active in over 50 countries and on all continents. We are the global leader in the development and supply of Geohazard Solutions: systems against rockfalls, debris flows, landslides, etc. The core component of all protection systems is high-tensile steel with the highest corrosion protection quality.

In the past decades, Geobrugg gathered significant experience in applying solutions for the protection of underground mining, quarries, and open pit mining structures. We established a successful market presence with our products in selected markets.

For more than 15 years, Geobrugg has been successfully present in the Balkan area. Our representative office in Zagreb focuses on the business field of Geohazard Solutions. As we also see significant potential for our solutions in the business of quarries and open pit mining in the respective area and the whole Central and Eastern Europe (CEE), we will invest in these fields of activities to establish Geobrugg as a brand and reliable supplier.

Job Description

We are looking for support for our Country Manager Balkan for Geohazard Solutions. The focus is on Business Development Quarry and Open Pit for Balkan/CEE. A long-term and sustainable market entry will establish Geobrugg as a market player for products and solutions against natural hazards in the QoP business in the Balkan/CEE.

- business development in a management sense
- creating and establishing a network in the QoP business as a door opener
- initiatively mapping to the market players and their needs
- prospectively gathering and following up, and finalizing potential projects
- establishing Geobrugg as a market player in QoP business in the Balkan region and CEE

You will independently be organizing and developing all our QoP business activities and coordinating closely with and reporting to the Country Manager Balkan for Geohazard Solutions.

We support you with our marketing, operations (including procurement, production, logistics), finance/controlling/IT, and the R&D Geohazard. Furthermore, you will have access to Geobrugg's worldwide sales infrastructure.

As Business Development Manager Quarry and Open Pit, you will coordinate all sales-relevant issues in the respective region, such as networking, marketing activities, and technical support.

To achieve the best possible long-term economic result for Geobrugg, you have the unique opportunity to:

- Develop a new market of quarries and open pit mining with a focus on the Balkan area and the perspective of expanding into the whole Central and Eastern Europe market area.
- Develop and coordinate with the superior to implement effective strategies to enhance further the presence, sales activities, and long-term growth of the Geobrugg turnover.
- Visit exhibitions, customers, and influencers in coordination with the country managers and partners in the respective region at a reasonable frequency.
- Monitor the market for a timely reaction to new trends and opportunities and adequate responses to actual and potential competitive threats.
- Establish and maintain a network of experts in the Balkan region and beyond

In this role, you exercise the utmost care to maintain the high standards of our business conduct. Estimated travel time is approximately 50%, depending on activities, projects or local requirements.

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