

<b>Job title</b>	<b><i>Chief Business Development Officer / Business Partner</i></b>
<b>Reports to</b>	<b>CEO / Shareholder</b>

### Job purpose

RVC Group is commercializing disruptive products or services for several high-tech startups from Eastern Europe in the EU & EFTA markets.

We are seeking for a CBDO (Chief Business Development Officer) with entrepreneurial mindset, interested in becoming a RVC partner / co-shareholder in a later stage. You will be responsible for building a sales team, organizing and supervising the sales procedures as well the interaction with the partner companies. The position will involve a high degree of international travel. The role is suited to a confident, and organized, sales professional, who has worked in a similar role for an international IT/High-Tech company.

### Duties and responsibilities

1. Develop business plan and strategy for multiple product line markets that ensures attainment of company international sales goals and profitability.
2. Prepare action plans by individuals as well as by team for effective search for international sales leads and prospects.
3. Initiates and coordinates development of action plans to penetrate international markets.
4. Provide timely feedback to shareholder & management team regarding international sales performance.
5. Provides timely, accurate, competitive pricing on all completed prospect applications submitted for pricing and approval, while striving to maintain maximum profit margins.
6. Maintains accurate records of all international pricings, sales and activity reports.
7. Creates and conducts proposal presentations to dealers, customers, internal staff.
8. Controls expenses to meet budget guidelines.
9. Elaborate company policies, procedures and new business models and ensures that they are communicated and implemented within the team.
10. Insures that all international sales personnel meet or exceed all activity standards for prospecting calls, appointments, presentations, proposals and closes.
11. Maintains contact with all customers in the international market area to ensure high levels of customer satisfaction.
12. Demonstrates the ability to interact and cooperate with all company employees.
13. Designs and recommends international sales and marketing programs.
14. Sets short- and long-term international sales strategies.
15. Must be aware of international variances in cultural and legal Should be familiar with international Ag-business concepts, practices, procedures.
17. Must work to develop and maintain international business contacts.
18. Relies on experience and judgment to plan and accomplish goals.
19. A wide degree of creativity and latitude is expected.
20. Support global agents with technical, project and marketing information
21. Develop key relationships with international customers
22. Build a solid direct and dealer international sales pipeline and develop opportunities
23. Achieve pre-defined international sales targets
24. Works with HR and Legal to develop international sales contracts in foreign markets,
25. Work closely with the Project, Design, Marketing and Production teams of our partner companies to ensure customer requirements are met on a timely basis
26. Lead and Coordinate all international shipping, distribution and delivery with Supply Chain group.
27. Coordinate all international sales efforts with our subsidiaries and agents. Manages and directs a sales force to achieve global sales and profit goals.

### Qualifications

1. The successful candidate shall be an energetic, effective, self-starter with strong verbal and written communication skills who is able to excel in an international sales environment.
2. Fluency in English and other European language (German, French) a major plus.

3. 5+ years IT or High Tech-Business industry and international experience with an emphasis on international business development required.
4. EMBA or MBA graduate
5. Technologically advanced and oriented. Must have above average computer and technical skills to navigate the communication barriers of frequent international travel.
6. Strong communication and presentation skills and a thorough knowledge various international cultures.
7. Customer service oriented and organized.
8. The proven ability to hire, build, and lead successful sales teams.
9. Must have a natural ability to engage in business relationships with individuals and groups and a desire to improve these talents.

## About RVC Group

RVC Group is a Swiss-based venture capital firm that is investing in commercialization of disruptive Eastern European start-ups in Artificial Intelligence, IoT, Robotics, Big Data, Virtual Reality, Augmented Reality, FinTech, 3-D printing and other IT-related businesses. We help them building a sales office / distribution and/or manufacturing hub in Western Europe and apply for higher stakes investment rounds.

## Current projects portfolio

Start-up 1: An AI powered HR management system, that already has a proven track record and happy top-tier clients. Has ICO and very successful pilots in England, Italy and US.

Start-up 2 - AI-powered promotion robot manufacturer with full-production circle in terms of Software & Hardware. We have a very strong R&D department and extremely competitive offers. Existing contracts for around 3000 robots till 2020.

*All applicants shall be considered, though feedback would be given to most qualified ones. Please send cover letter and CV, explaining why you feel you make a good fit to [er@rvc-group.ch](mailto:er@rvc-group.ch).*