



**WHITEvoid operates at the horizon where art, design and technology meet.**

Our Berlin based multidisciplinary design studio is comprised of specialists in interaction, media and product design, architecture, mechanical and electronic engineering. Our installations and products are created for events, museums, trade fairs, festivals, concerts and clubs. Our house brand KINETIC LIGHTS is the leading specialist in kinetic lighting. Our products and designs have gained worldwide recognition and received several awards.



## **Key Account & Business Development Manager (m/w) Event**

**We are looking for someone who lives for arts & events to accelerate and grow our relationships.**

### **YOUR TASKS:**

- \* You take over the strategic and operational responsibility in the field of new customer acquisition, acquisition of new business opportunities as well as customer care
- \* You are responsible for the systematic support, development and retainment of strategic customer relationships within the responsible market and customer segments
- \* Customer requests can be successfully converted into business deals
- \* You take over the technical control and support of the project teams in their daily work through structured supervision
- \* With your experience, you can support our project team in planning and requesting events around the world, as well as creating complex event budget calculations
- \* You support and accompany our team in pitch processes
- \* You have the overall responsibility for the preparation of strategy meetings, budget rounds and presentations to our customers
- \* You provide input to external service providers for additional services of our events
- \* You conduct price negotiations with customers and participate in drafting contracts
- \* You assume responsibility for sales, key account management and, in the future, employee responsibility
- \* You report directly to the upper management

## **WE OFFER:**

- \* Independent creative work and enormous international market potential
- \* Close cooperation with the management
- \* Agile, motivated team with hands-on mentality
- \* Unconventional and challenging international projects in the field of art, architecture, show and event
- \* Employee profit sharing
- \* Team events, delicious coffee and fun on the pinball machine

## **YOUR QUALITIES & SKILLS:**

- \* Business administration or event management degree or similar
- \* Many years of professional experience in a leading position in a trade fair, event or creative agency
- \* You already have a large network and you are in contact with relevant decision makers in the agency industry
- \* You are a high performer and are willed to succeed in spurring your team and generating business growth
- \* You have fluent English and German language skills in spoken and written (further languages are a plus)
- \* Many years of experience in project management as well as experience in stakeholder management
- \* You convince by a strong customer and success orientation coupled with a structured way of working
- \* You have a strong ability to communicate as well as intensive negotiating skills
- \* Conceptual thinking, creativity and out-of-the-box thinking represent you
- \* Confident in dealing with customers, strong service orientation
- \* Affinity with trends in the areas of interaction, media and product design
- \* Good understanding of complex technical and large-scale products
- \* Willingness to travel

## **HOW TO APPLY:**

If we have aroused your interest in this exciting task, send us your digital application with a CV and photo stating your salary expectations by e-mail.

## **CONTACT:**

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### **Information on our products and services:**

[www.whitevoid.com](http://www.whitevoid.com)  
[www.kinetic-lights.com](http://www.kinetic-lights.com)