



The European Machine Vision Association currently represents 130+ members from 26 nations and promotes the wider adoption, standardization, and use of vision technology.
To support the achievement of EMVA's ambitious mid-term growth targets we are looking for a:

Business Development Manager (m/f/d)

This is an exciting opportunity to shape the future of a leading international industry association. Working closely with the General Manager and Board of Directors, this role would suit an ambitious individual with a strong background in active business development and the commitment and enthusiasm to drive projects to successful outcomes, while offering substantial opportunity to grow with the association.

Responsibilities

Take the lead in creating new opportunities for the EMVA

- Establish and develop relationships with members, companies, and the machine vision community
- Actively engage in the promotion and visibility of the EMVA across multiple channels
- Attend and present at conferences, meetings and industry events representing the EMVA
- Further develop the EMVA's value proposition, and contribute to strategic planning and market positioning of the association
- Lead the identification of new business opportunities for the EMVA
- Plan and drive the sales relevant internal and outbound processes
- Implement, manage, and improve promotional, sales and lead generation campaigns
- Monitor and report on effectiveness of event and sales campaigns
- Engage and collaborate in hands-on market communication and event management
- Meet with leads and prospects face-to-face

Profile

Enthusiastic, approachable, and capable of driving success

- Excellent communicator, presenter, networker
- High level English language skills
- Hands-on and proactive approach
- Sales-oriented, creative, and analytic thinking
- Sales and/or marketing experience in the field of Machine Vision, Automation or similar industrial sectors
- Command of traditional and modern MarCom channels and tools
- Project management and organization skills
- Self-motivated and driven by success

What We Offer

- Attractive and high visibility position in an innovative and fast-growing industry sector
- High degree of organizational freedom and opportunity to grow within the role
- Flexible contract conditions
- Home office-based working

Apply Today

If this role is a good match for your profile, please email your CV directly to Thomas Lübke-meier: luebke-meier@emva.org

European Machine Vision Association

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