



# Business Development Manager Italy (m/w/d)

## in the field of Packaging and Communication Materials (Full-time, Remote)

With our head office in **Cologne**, sales offices in **Milan**, **Paris** and **New York**, branch offices in **Hong Kong** and **Shenzhen** and our own production sites in **Asia** and **Europe**, we work for international jewelry, watch, fashion and lifestyle brands.

Thanks to our global presence and based on years of experience, we design, produce and supply all demands of brand & retail marketing items - worldwide and across all products. This enables us to ensure you uniform, corporate branding.

As an owner-managed company with over 700 employees worldwide, coepto attaches great importance to teamwork and quick ownership of responsibility. Mutual trust and a spirit of partnership are principles by which we express our appreciation, and which are the basis for development perspectives. We continue to grow and are currently looking for a **Business Development Manager**.

### Tasks:

- Regularly analyze and prospect the market to identify business opportunities
- Follow opportunities from needs identification phase to closing stage
- Build long term, meaningful customer relationships on the phone, in meetings and during fair participations
- Identify market and competitor activity, product and industry developments and feedback this information to management and other relevant functions
- Account management activities; upsell & cross sell business planning and execution / develop new business with new clients to meet sales targets
- Actively pursue new opportunities to drive and enable business growth while addressing new or existing customer needs
- Collaborate effectively with colleagues and business partners to ensure the customer needs are fully met

### Profile:

- Completed studies or commercial training with at least 3 years of professional experience in a similar position
- Strong sense of responsibility, reliability & numeric skills
- Quick understanding and good communication skills
- Ability to work under pressure and independently
- Regular travel activities to meet potential and existing customers
- Negotiating abilities in Italian and English, another foreign language is a plus

### Benefits:

- Appealing salary, employer-funded pension
- Flexible working hours, Remote
- Regular employee events, pleasant working atmosphere, appreciative coworking, team spirit, open feedback culture Flat hierarchies
- Employee discounts

Please send your application in English or German, including all relevant credentials, your earliest starting date and your expected salary by email.



coepto GmbH | Lars Rehbein  
Oskar-Jäger-Str. 173, Kontrastwerk  
50825 Köln | tel. +49 (0) 221 291 996 - 0  
recruitment@coepto.com | [www.coepto.com](http://www.coepto.com)