



If you're an **exceptional negotiator and strategic thinker** who thrives on building meaningful business relationships and turning opportunities into impact, then keep reading!

## Global Business Development Manager – Acquisition Events Industries (100%)

**Any office or Remote**



### ● We are

**imavox & planitswiss** are sister global companies active in event design and production. Headquartered in Switzerland with regional offices in Singapore, France, Rwanda, Kenya, Senegal as well as China and Korea, we operate mainly around Europe, Asia and Africa. Your future colleagues are designers, project managers, gigs, finance brains and other highly professionals and specialized crowd.

### ● You are

A self-motivated and entrepreneurial professional with a passion for the events industry and a drive to make a difference. Curious, open-minded and attuned to market trends and innovation, you're a confident communicator and skilled negotiator who thrives both independently and in a collaborative team. You bring professionalism, integrity, and you're ready to contribute to the global growth of a dynamic, human-sized company.

### ● You will

- Identify and pursue new business opportunities for AIO (digital & education events) and imavox (multimedia, AV and digital solutions)
- Monitor global bid platforms and coordinate strategic RFP submissions with internal teams
- Create tailored proposals and deliver compelling client presentations
- Negotiate and close deals to meet or exceed revenue targets
- Build and maintain strong, long-term relationships with key clients
- Represent planitswiss at international trade shows, client meetings, and industry events

### ● Perks

- Regional and International travels & event exposure
- Dynamic and stimulating company where everyone has a say
- Multicultural and inclusive work environment
- Cross training & attractive career opportunities
- Bonuses based on the companies results
- Paid personal project every 3 years
- Free coffee, tea and snacks
- Health insurance benefits

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This opportunity has triggered your interest? Send us your CV with references and your annual base salary expectation by email to [hr@imavox.global](mailto:hr@imavox.global) (please indicate the job position you are applying for in the subject of the email).