



<https://jobsleworld.com/jobs/business-development-manager-job-in-austria-microsoft-careers/>

Business Development Manager

Job Location

Austria

Remote work from: GE; USA; AU; NZ; DK; HK; JP; KZ; MY; SG; TW; TH; UZ; VN; AT; BY; BE; FR; DE; GR; NL; RU; ES; CH; UK; GB; DZ; KW; QA; MA; SA; MX; AE; CA; GT; DO

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Base Salary

USD 4,000 - USD 5500

Qualifications

Bachelor's or Master's degree in Business, Marketing, or a related field

Employment Type

Full-time

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Hiring organization

Microsoft

Date posted

December 28, 2024

Valid through

31.07.2025

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Description

Business Development Manager Jobs in Austria

Are you passionate about driving growth and building strategic partnerships? Microsoft, a global leader in technology, is looking for talented Business Development Managers to join their team in Austria. This role offers a fantastic opportunity to shape the future of technology solutions while working with some of the most innovative minds in the industry.

Candidates currently residing in Austria are preferred. However, international applicants are welcome to apply, with visa sponsorship and relocation benefits available for eligible candidates.

Details of Business Development Manager Jobs in Austria

- **Company:** Microsoft
- **Position:** Business Development Manager
- **Location:** Vienna and other cities in Austria
- **Qualification:** Bachelor's or Master's degree in Business, Marketing, or a related field
- **Job Type:** Full-Time
- **Experience:** Minimum 5 years in business development, sales, or related roles
- **Knowledge Required:** Market analysis, strategic planning, and client relationship management
- **Age Requirement:** 25 years and above
- **Salary:** €5,000–€6,500 per month

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About the Job

As a Business Development Manager at Microsoft, you will identify opportunities for growth, develop strategic partnerships, and drive business transformation. This role requires a strong entrepreneurial mindset, excellent communication skills, and a passion for technology and innovation.

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Key Responsibilities

1. Strategy Development

- Identify new business opportunities and design strategies to capitalize on

them.

- Collaborate with internal teams to align business goals with organizational objectives.

2. Relationship Management

- Build and maintain strong relationships with clients, partners, and stakeholders.
- Negotiate contracts and agreements to maximize mutual benefits.

3. Market Analysis

- Conduct in-depth research on market trends, customer needs, and competitor activities.
- Provide actionable insights to drive strategic decisions.

4. Performance Monitoring

- Set and achieve revenue targets and KPIs.
- Monitor and report on the progress of business development initiatives.

5. Collaboration

- Partner with marketing, product, and sales teams to deliver tailored solutions to clients.
- Represent Microsoft at industry events and conferences to promote the brand.

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Requirements

Education

- Bachelor's degree in Business Administration, Marketing, or a related field (Master's preferred).

Experience

- At least 5 years in business development, sales, or strategic planning roles.
- Previous experience in the technology or IT industry is a significant advantage.

Skills

- Strong analytical and strategic thinking skills.
- Excellent communication and interpersonal abilities.
- Proficiency in CRM software and data analysis tools.
- Ability to work independently and manage multiple projects simultaneously.

Language Proficiency

- Fluency in English is mandatory; German language skills are a plus.

Age Requirement

- Candidates must be 25 years or older.

Benefits

Microsoft offers an exceptional benefits package to its employees, including:

- **Salary:** Competitive monthly pay between €5,000–€6,500, with additional bonuses based on performance.
- **Visa Sponsorship:** Available for eligible international candidates.
- **Health Insurance:** Comprehensive medical, dental, and vision coverage.
- **Paid Time Off:** Generous annual leave, public holidays, and family care leave.
- **Training Programs:** Access to world-class learning resources and career development opportunities.
- **Retirement Plans:** Company contributions to pension schemes.
- **Flexible Work Options:** Support for remote and hybrid work arrangements.
- **Perks:** Discounts on Microsoft products and services.

How to Apply

If you are interested in this exciting role, follow these steps to apply:

1. Visit the official Microsoft careers page and search for the Business Development Manager position in Austria.
2. Prepare your application, including:
 - An updated resume showcasing your business development achievements
 - A cover letter explaining your interest in this role and how your skills align with Microsoft's goals
 - Copies of relevant academic and professional certifications

Make sure your application highlights your strategic thinking, relationship-building skills, and ability to drive results.

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In Summary

- **Position Name:** Business Development Manager
- **Company:** Microsoft
- **Location:** Vienna and other Austrian cities
- **Qualification:** Bachelor's or Master's degree in Business or Marketing
- **Job Type:** Full-Time
- **Experience:** Minimum 5 years in business development or related roles
- **Knowledge Required:** Strategic planning, client management, and market analysis
- **Age Requirement:** 25 years and above
- **Salary:** €5,000–€6,500 per month

Locations: Opportunities are available in Vienna, Linz, Salzburg, and other key cities.

Join Microsoft and become a part of a team that's shaping the future of technology and innovation. Apply today and take the first step toward an inspiring career journey!

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