

# Business Development Officer Southeast Europe (SEE)

## Responsabilități

- Develop and coordinate activities that support Business Development, eCommerce and eBusiness solutions, ensuring alignment with strategic objectives.
- Act as a trusted advisor for internal teams and external partners on Business Development, eCommerce and eBusiness topics.
- Lead / steer and support regional roll-outs of selected digital applications, ensuring smooth implementation and adoption.
- Collaborate across functions (Sales, Marketing, Finance, MDM) to validate and integrate strategic goals into operational plans.
- Facilitate knowledge sharing within the organization through training sessions, meetings, and presentations in area of Business Development, eCommerce and eBusiness solutions
- Monitor and report on project progress, providing clear updates to management and stakeholders.
- Ensure readiness for change by maintaining transparent communication and planning across the region.
- Maintain strong connections with central teams and relevant stakeholders to align on priorities and share best practices.

## Cerințe

- University or High School at Economical, Engineering or Technical Subject preferred (or equivalent experience)
- Several years experience in Sales and / or Marketing and / or Business Development
- Experience in Project Management
- Strong coordination skills and leading by example-mentality
- Experience in Business Development preferred
- Good communication-, negotiation- and ownership skills and high level of pro-activity
- Process knowledge (Business, IT in the area of sales and distribution)
- Analytical capabilities and ability to see the big picture
- Leading Self
- Intercultural knowledge
- Experience of working in or with other cultures, e.g. by working for an international company
- High degree of service and customer orientation, self-motivation
- Fluent English
- Travel up to 10%

## Oferta noastră

What we offer:

- Multinational background
- Hybrid work with Home Office



Job ID  
**REF91459P**

ID poziție  
**Project Management**

Domeniul de activitate  
**Budaörs**

Nivelul de Leadership  
**Leading Self**

Flexibilitatea programului de lucru  
**Hybrid Job**

Persoană juridică  
**Continental Hungaria Kft.**

- Competitive salary and other benefits
- Long-term development opportunities within a company with a stable background

Ready to drive with Continental? Take the first step and fill in the online application.

## Despre noi

**Continental** develops pioneering technologies and services for sustainable and connected mobility of people and their goods. Founded in 1871, the technology company offers safe, efficient, intelligent and affordable solutions for vehicles, machines, traffic and transportation. In 2024, Continental generated preliminary sales of €39.7 billion and currently employs around 190,000 people in 55 countries and markets.

Tire solutions from the **Tires group sector** make mobility safer, smarter, and more sustainable. Its premium portfolio encompasses car, truck, bus, two-wheel, and specialty tires as well as smart solutions and services for fleets and tire retailers. Continental has been delivering top performance for more than 150 years and is one of the world's largest tire manufacturers. In fiscal 2024, the Tires group sector generated sales of 13.9 billion euros. Continental's tire division employs more than 57,000 people worldwide and has 20 production and 16 development sites.