

Senior Business Development Manager

ATC Consultants

ATC Consultants GmbH has successfully implemented international consulting projects in more than 60 countries worldwide since 1985. We work for several international donor organisations mainly for the European Commission, the World Bank, the Austrian Development Bank and the Austrian Development Agency. The company is active in a variety of technical areas such as socio-economic regional development, public finance, justice and home affairs, democratisation and civil society, tourism, culture and world heritage. We are currently seeking an experienced and performance oriented senior business development manager to join our head office in Vienna. This involves taking full responsibility for the acquisition of technical assistance service contracts from various donor organisations including EC and WB organisations (build consortia, recruit experts, draft project proposals and budget breakdowns, contract negotiations with clients, partners and experts.).

Ideal Profile of the Applicant

- Excellent academic track record
- Strong analytical and conceptual competences
- Excellent English language skills, additional languages such as French, Spanish, Portuguese, Serbian, Russian or Turkish would be a distinct advantage
- First-class communication and networking skills, including ease of approaching people
- Min. 5 years of work experience in bidding for and implementing of international donor-funded technical assistance projects
- Successful track record in winning international technical assistance projects in fields related to ATC's competence areas
- Stress resistant and ability to work to tight deadlines

We offer a friendly and dynamic working environment as well as a transparent and merit-based career and competence development path, including eventual partnership.

If you are interested, kindly send your CV and contact information as soon as possible to beatriz.hasler@atc-consultants.com specifying the position "Senior Business Development Manager". Full confidentiality of your application is guaranteed.