

Business Development Manager Eastern Europe / Homeoffice (M/F)
(priority for Poland, Czech Republic, Baltic Countries)

December 2018

Vestamatic is the solution engineer designing and manufacturing shading and lighting solutions for the connected world. We create and manage partner networks with superior customer understanding. We act entrepreneurial and run a “get it done for the customer” culture with a best-in-class team. Vestamatic is thriving to break existing market rules and intends to improve little things every day. Vestamatic is a B2B technology brand supplying innovative turnkey products powering partners to distribute them. We want to design the future, we continuously challenge the organization, products, processes and teams. We seek for the unique. We hire new and hungry people for our expanding market in Eastern Europe, especially a

Business Development Manager (M/F).

In this position you're responsible for the sales to blind fabricators, fitters, electrical installers and others. You support specification of projects and solutions with planners, architects and system integrators. You lead the commercial and technical service of Vestamatic's partner network in the Eastern Europe region and deal with selected façade makers, blind fabricators, fitters, electrical installers and system integrators.

YOUR TASKS:

- B2B sales to blind fabricators, fitters, electrical installers and others
- Win, manage and develop commercial relationships with the selected network
- Organize technical support and training for fabricators, fitters, installers and integrators
- Create and manage project leads
- Deal with planners, architects and consultants
- Define technical solutions for blind automation with specifiers
- Define technical solutions with R&D customers for OEM-demands
- Build and manage cooperation in the network

YOUR PROFILE:

- Experience in B2B sales and dealing with planners, architects and consultants
- Experience in the shading and shutter industry in Eastern Europe
- Independent, entrepreneurial, sales and solution-oriented and MS office experienced
- Technical and/or commercial studies with market experience in specifications and sales of automation
- Strong presentation skills, good in listening, conceptually experienced
- Willing to travel heavily in Eastern Europe

DO YOU WANT TO MEET THE CHALLENGE?

We look for highly motivated and creative colleagues. Despite your needed expertise you have to fit into the structures. We are looking forward to receiving your application via email to: jobs@vestamatic.com
Your contact: Julia Breithor, Head of HR

Following the GDPR:

Please take notice of our privacy notice concerning candidate data on the next page and send us your signed consent form together with your application.

Job Applicant Privacy Notice (compliant with GDPR) - and consent form

As part of any recruitment process, Vestamatic GmbH collects and processes personal data relating to job applicants. The organization is committed to being transparent about how it collects and uses that data and to meeting its data protection obligations.

Vestamatic GmbH collects a range of information about you. This includes:

What information do we collect?

- your name, address and contact details, including email address and telephone number;
- details of your qualifications, skills, experience and employment history;
- information about your current level of remuneration, including benefit entitlements;
- whether or not you have a disability for which the organization needs to make reasonable adjustments during the recruitment process; and
- information about your entitlement to work in the UK.

Vestamatic GmbH may collect this information in a variety of ways. For example, data might be contained in application forms, CVs or resumes, obtained from your passport or other identity documents, or collected through interviews or other forms of assessment.

We may also collect personal data about you from third parties, such as references supplied by former employers. We will seek information from third parties only once a job offer to you has been made and will inform you that we are doing so.

Data will be stored in a range of different places, including on your application record, in HR management systems and on other IT systems (including email).

Why does Vestamatic GmbH process personal data?

We need to process data to take steps at your request prior to entering into a contract with you. We may also need to process your data to enter into a contract with you.

In some cases, we need to process data to ensure that we are complying with its legal obligations. For example, it is mandatory to check a successful applicant's eligibility to work in the UK before employment starts.

Vestamatic GmbH has a legitimate interest in processing personal data during the recruitment process and for keeping records of the process. Processing data from job applicants allows us to manage the recruitment process, assess and confirm a candidate's suitability for employment and decide to whom to offer a job. We may also need to process data from job applicants to respond to and defend against legal claims.

Vestamatic GmbH may process special categories of data, such as information about ethnic origin, sexual orientation or religion or belief, to monitor recruitment statistics. We may also collect information about whether or not applicants are disabled to make reasonable adjustments for candidates who have a disability. We process such information to carry out its obligations and exercise specific rights in relation to employment.

If your application is unsuccessful, Vestamatic GmbH may keep your personal data on file in case there are future employment opportunities for which you may be suited. We will ask for your consent before it keeps your data for this purpose and you are free to withdraw your consent at any time.

Who has access to data?

Your information may be shared internally for the purposes of the recruitment exercise. This includes members of the HR and recruitment team, interviewers involved in the recruitment process, managers in the business area with a vacancy and IT staff if access to the data is necessary for the performance of their roles.

We will not share your data with third parties, unless your application for employment is successful and we make you an offer of employment. We will then share your data with former employers to obtain references for you, employment background check providers to obtain necessary background checks.

How does Vestamatic GmbH protect data?

We take the security of your data seriously. We have internal policies and controls in place to ensure that your data is not lost, accidentally destroyed, misused or disclosed, and is not accessed except by our employees in the proper performance of their duties.

For how long does Vestamatic GmbH keep data?

If your application for employment is unsuccessful, the organization will hold your data on file for 6 (six) months after the end of the relevant recruitment process. If you agree to allow us to keep your personal data on file, we will hold your data on file for a further 6 (six) months for consideration for future employment opportunities. At the end of that period, or once you withdraw your consent, your data is deleted or destroyed.

If your application for employment is successful, personal data gathered during the recruitment process will be transferred to your Human Resources file (electronic and paper based) and retained during your employment.

Your rights

As a data subject, you have a number of rights. You can:

- access and obtain a copy of your data on request;
- require the organization to change incorrect or incomplete data;
- require the organization to delete or stop processing your data, for example where the data is no longer necessary for the purposes of processing; and
- object to the processing of your data where Vestamatic GmbH is relying on its legitimate interests as the legal ground for processing.

If you would like to exercise any of these rights, please contact jobs@vestamatic.com. If you believe that the organization has not complied with your data protection rights, you can complain to the Information Commissioner.

What if you do not provide personal data?

You are under no statutory or contractual obligation to provide data to Vestamatic GmbH during the recruitment process. However, if you do not provide the information, we may not be able to process your application properly or at all.

By sending my application to Vestamatic GmbH I agree totally to the privacy notice above and give my consent for collecting, using, processing and storing my personal data.

Date and Name:

Signature: