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#passionfortimber

**Let's shape your
future together
out of wood.**

The Pfeifer Group is one of the largest companies in the European wood industry.

We have been living our passion for wood since 1948. Our 2,600 employees share this enthusiasm and form the basis of our success.

WE ARE HIRING

Director of New Business Development

FULLTIME • PERMANENT

Work location:

In one of the countries where Pfeifer has existing legal entities (Austria, Germany, Czech Republic, Finland)



Your Responsibilities

- › Entrepreneurial responsibility for new business areas and product launches; focus on strategic market expansion and sustainable growth
- › Sales development with new and existing customers in key markets (UK, USA, Australia, Asia/Japan)
- › Responsible for end-to-end business and sales development in new markets – from brainstorming and market analysis to execution and scalable growth
- › Channel strategy development; defining USPs and added value vs. competitors
- › Close collaboration with Sales, Product Management, Supply Chain and Operations
- › Strategic role reporting to Head of Business Development & Strategy; close cooperation with Pfeifer Timber GmbH (sales organization)



Your Profile

- › 8 – 12 years of experience in Business Development
- › Background in wood industry or related sectors
- › Solid academic education (e.g. Business, Wood Technology)
- › Proven success in market identification and scaling markets
- › Ideally experienced in founding/building international subsidiaries
- › Strategic, senior-level profile with strong business acumen
- › Fluent in English; German skills desirable
- › Independent, hands-on, implementation-oriented mindset
- › Strong leadership attitude (without initial team responsibility)
- › Analytical, conceptual, and data-driven skillset
- › Internationally experienced, mobile and interculturally competent
- › EU nationality and registered in European social security system

If you are interested in this exciting opportunity, please send your application documents to the following email address: a.woell@altopartners.at. Our responsible consultant, Anna Wöll, will then get in touch with you in timely manner.

More information:

