



We're Hiring: Business Development Executive

Do you speak excellent English and want to build an international career where your success truly pays off? At TBM Group, we create international conferences that connect leading companies and decision-makers across Europe and North America.

We're expanding our sales team with ambitious Business Development Executive who are motivated, confident, and ready to grow — with performance bonuses that can exceed **€2,000 per month** (and often go beyond).

About Us

TBM Group, Prague based company, is a global organizer of high-impact business conferences and events. Our mission is to bring together industry leaders and innovators, creating platforms that inspire collaboration, knowledge exchange, and growth.

Your Role

As a Business Development Executive, you'll drive revenue growth by selling sponsorship and participation opportunities for our international events.

You'll communicate daily with global clients, build meaningful business relationships, and represent TBM Group on a world stage.

Key Responsibilities

- Identify and develop new business opportunities with global companies
- Build and maintain long-term client relationships across multiple industries
- Collaborate with marketing and production teams to align commercial goals
- Attend international conferences in Europe and North America to meet clients and experience your work live
- Consistently achieve and exceed monthly sales targets

Requirements

- Excellent English – both spoken and written (a must)
- Strong communication and negotiation skills
- Ability to connect easily with people and build trust quickly
- Self-motivated, results-oriented, and proactive attitude
- Comfortable working with digital tools and CRM systems
- Ideally, but not mandatory – previous B2B sales experience (events, media, or hospitality)

What We Offer

- Competitive base salary + uncapped commission – your earnings depend on your performance, and bonuses can exceed €2,000 per month
- International travel – attend and represent TBM Group at conferences across Europe and North America
- Structured training & mentorship – full professional support to help you become a top-performing sales professional
- Fast career growth – clear progression path within a global, expanding company
- Recognition and rewards – performance-based incentives and awards
- Dynamic, ambitious team culture – a supportive environment that values results, energy, and collaboration

How to Apply

- Send your CV and a short motivation letter in English to crnogorska@tbmgroup.eu
Subject: **Application – Business Development Executive**
If you're confident, fluent in English, and ready to turn ambition into achievement — join TBM Group and build a global career where your results truly matter.

