



# Senior Business Development Manager (all genders)

International Live Entertainment



## About us

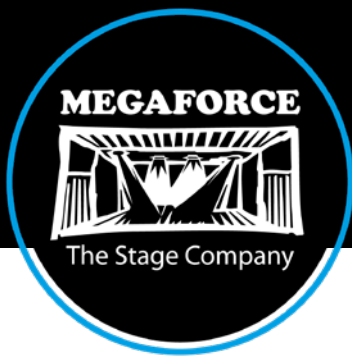
**Megaforce** is one of Europe's leading stage engineering companies, delivering complex stage solutions for concerts, tours, festivals, and international live productions.

As part of our international expansion, we are strengthening our Business Development activities and are looking for an experienced professional to join our team.

## Your Role

- Develop and execute **market and sales strategies** for selected countries and regions
- Identify and pursue **new business opportunities, clients, and partners** within the international live entertainment industry
- Build and maintain relationships with **promoters, production companies, and key industry players**
- Represent Megaforce at **industry events, conferences, and live productions**
- Plan and structure your activities independently and follow through consistently
- Work closely with internal teams (sales, engineering, project management) and ensure a smooth handover of projects
- Monitor market and industry developments and translate them into concrete actions
- Collaborate with a small Business Development team (approx. 2 people) and contribute to its development

The role combines **strategic work in the office** with **active presence in the market**.



## Your Profile

- Several years of experience in **business development, sales, or a comparable role**
- Ideally experience within **live entertainment, touring, events, or technical production**
- Strong ability to **build relationships and develop networks**
- Structured and self-driven working style with a strong sense of priorities
- Ability to combine **strategic thinking with hands-on execution**
- Strong communication skills and confident presence in international environments
- **Fluent in German and English**
- Willingness to travel internationally on a regular basis
- **A genuine passion for music, artists, and live events, with a strong interest in current industry developments**

## Framework

- Location: **Weingarten (Germany)**
- Regular on-site presence in the office combined with international travel (events, conferences, client meetings)

## What We Offer

- A dynamic role with strong international exposure
- Direct collaboration with the management team
- Short decision-making paths and an entrepreneurial environment
- A unique working environment within the global live entertainment industry
- Competitive compensation package with performance-based components

## How to apply

Please send your application to [jobs@megaforce-international.com](mailto:jobs@megaforce-international.com).

