



Sales Lead new Business (all genders)

Europe & International – Live-Entertainment & Stage Construction



About us

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

As part of our international growth, we are looking for an entrepreneurial and experienced professional to build and lead our new business division. **You will take ownership, create sustainable structures, and drive growth at both strategic and operational levels.**

Your Role

- Expand our **new business** across Europe and international markets and drive strategic growth
- **Acquire new clients** and manage key accounts with a hands-on, results-driven approach
- **Develop clear sales and go-to-market strategies** focused on market opportunities and positioning
- Collaborate with senior management to translate strategy into concrete initiatives
- Connect sales and technical teams to deliver successful client projects
- Continuously **refine sales processes, tools, and KPIs** to ensure scalable operations
- Build, mentor, and lead a high-performing sales team
- Implement **Salesforce as the central CRM**, structure pipelines, and establish robust sales workflows



Your Profile

- Proven experience in B2B **sales or business development**, ideally in complex B2B environments
- Track record in **acquiring clients** and building **long-term relationships**
- Experience building or leading sales teams
- **Hands-on**, accountable, and entrepreneurial mindset
- Proficiency with **Salesforce or comparable CRM systems**
- Structured thinker who develops clear processes and fosters accountability
- Strong leadership and communication skills
- Excellent English; German and other languages a plus
- Interest or experience in live events, touring, or technical production
- Willingness to travel internationally

Why This Role Is Unique?

- **Combines strategic responsibility with hands-on sales execution**
- Direct influence on the growth of a new business division
- Work closely with senior management and key decision-makers
- High degree of autonomy and creative freedom





Why Megaforce?

- Competitive compensation with performance-based incentives
- Work in a culture of trust, responsibility, and openness to new ideas
- Structured onboarding and fast decision-making processes
- Wide-ranging professional and personal development opportunities
- Secure role in an owner-managed, medium-sized company
- Team events and company gatherings foster a strong sense of community

Ready to build something remarkable?

If you are an experienced sales and business development professional looking to take ownership, lead a team, and drive international growth, we want to hear from you.

- jobs@megaforce-international.com

