



# Business Development Manager for International Markets

**Deeper** is a ground-breaking, globally-oriented consumer electronics company based in Lithuania. We create and produce smart electronic devices for sports and outdoor activities. Our first product, the Deeper Smart Sonar, revolutionized angling as the world's first wireless echo sounder compatible with iOS and Android. Today, it is available in 50 countries worldwide, from Canada to China to New Zealand, and the Deeper App is the leading fish finder app on both Google Play and App store. We have received innovation awards in Australia, China, Russia and Europe, and picked up a prestigious Innovation Award at the Consumer Electronics Show 2016 in the US. We are also recognized as a regional leader in innovation; we were named Best Young High-Tech Company in Lithuania 2015 and have received a Swedish Business Award for entrepreneurialism.

Building on this success, we are rapidly expanding as a company. With Smart Sonar we are constantly expanding into new markets, plus we are launching a completely new product, Smart Bike Lock, which has already been named an Honoree in the Wireless Handset Accessories category at this year's Consumer Electronics Show (CES). We are looking for a **BUSINESS DEVELOPMENT MANAGER** responsible for introducing our latest products into new international markets to join our dynamic international team.

## What you will be doing

- A new product introduction to international markets.
- Research US and major European markets, identify their potential and find opportunities for growth.
- By collaborating with the marketing team, look for ways to raise the profile of Deeper products.

- Attend exhibitions and other targeted events abroad, present the new product and its commercial possibilities.
- Develop effective partnerships with distributors and retailers as well as participate in a creation and development of new products.
- Ensure growing sales results.
- **What experience you will need**
- Fluency in English as it will be your primary working language.
- Profound experience in international business development and export sales, with results that you are proud of.
- Strong negotiation and communication skills.
- Ability to work effectively under pressure, and an organized and results-oriented approach.
- Ambition to generate strong earnings by conquering foreign markets with an innovative product from Lithuania.

## What we offer for your talents

We are proud of our collaborative culture that inspires achievements. Join Deeper and be a part of award winning company. Use an opportunity to work with a global market. Have a chance to participate in events and exhibitions around the world. Finally, we offer an attractive compensation package.

**Interested? Please send** your CV in English, to [career@deeper.eu](mailto:career@deeper.eu).

Please use the subject line "Business Development Manager". Please note, only candidates selected for an interview will be contacted.