



VEEUZE



# Business Development Manager (m/f/d)

Product visualization - B2B Growth - Western Europe – remote

## Are you a business developer with a passion for the interior industry?

Join VEEUZE, Europe's market leader in virtual interior design and product visualization for the furnishing and interior design industry. With more than 2,000 customers in 22 countries, we enable brands and retailers to bring products to life and support confident buying decisions with state-of-the-art visualization software.

As our Business Development Manager (m/f/d), you will drive new business for our core products Interior Studio and Marketing Manager in Western Europe – especially France, Benelux and Switzerland. You will focus on B2B customers, building partnerships with associations and resellers and opening up new markets. You will report to our Head of Account Management and work closely with our Sales, Marketing, and Product-Management.

### What You'll Do

- Own new business in Western Europe
  - Take the lead on new business for our core products Interior Studio and Marketing Manager in European countries, with a focus on France, Benelux, and Switzerland.
  - Identify and prioritize prospects in the interior and furniture ecosystem (manufacturers, wholesalers, buying groups, retail and industry partners).
- Analyse and develop markets
  - Conduct strategic assessments of target markets, including competitive landscape, customer segments, and entry barriers.
  - Derive clear go-to-market recommendations and concrete action plans for priority regions and segments.
- Build strong networks in the interior & furniture sector
  - Establish and maintain relationships with associations, purchasing groups, wholesalers, and manufacturers in the interior design space.
  - Position VEEUZE as a trusted partner for visualization and marketing solutions in the industry.
- Manage your own sales cycle end-to-end
  - Proactively manage the full sales cycle for your prospects: from qualification and discovery to tailored product demonstrations, preparation of tender documents and proposals, and driving opportunities through to close.
  - Collaborate with Account Management and Customer Success to ensure a smooth handover and long-term customer satisfaction.
- Use data and tools to stay on top of your pipeline
  - Keep your activities and customer interactions up to date in HubSpot CRM and provide reports and forecasts as requested by the management team.
  - Use CRM and market data to continuously refine your focus and priorities.



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- Represent VEEUZE in the market
  - Attend and present at seminars, exhibitions, user meetings and trade fairs across Western Europe, acting as an ambassador for VEEUZE.
  - Share insights and feedback from events and customers with internal stakeholders to support product and marketing decisions.

Travel requirement: around 30% within Western Europe.

## What You Bring

- Experience & industry background
  - Several years of international B2B business development or consultative sales experience.
  - Must-have: Proven track record in the interior / furniture / interior design sector (e.g. furniture, kitchens, bathrooms, office furniture, interior fittings or related segments).
  - Experience working with associations, buying groups, wholesalers, and/or manufacturers is a strong plus.
  - High IT affinity and initial experience in the sale of standard software and SaaS-based solutions.
- Sales & BD skills
  - Strong hunter mentality: you enjoy opening doors, developing new markets and turning opportunities into lasting customer relationships.
  - Confident managing the entire B2B sales cycle, including discovery, solution design, product demos, tenders, and negotiation up to closing.
  - Comfortable presenting to and negotiating with stakeholders at senior and C-level.
- Languages
  - French: C2 level (near-native/native; excellent spoken and written communication).
  - German: C1 level.
  - English: Strong skills in internal and external communication.
- Way of working & soft skills
  - Structured, analytical and strategic mindset with the ability to quickly understand new markets and customer needs.
  - Strong communication and interpersonal skills; able to build trust with diverse stakeholders and across cultures.
  - High level of initiative, curiosity and ownership – you plan, execute and follow through.
  - Comfortable working independently while collaborating closely with cross-functional teams (Account Management, Marketing, Product-Management, Customer Success).

## What We Offer

- Above-average compensation with attractive bonus programs
- Company car
- Fully remote work
- Flat hierarchies and a supportive, international team
- Development opportunities and above-average vacation
- Company pension, health insurance, daycare subsidy, and other great perks



**Location:** Remote

**Region:** Western Europe

**Start date:** January 1, 2026 or later

Ready to shape the growth of a European market leader in virtual interior design?

Apply now at [application@veeuze.com](mailto:application@veeuze.com) and join us at VEEUZE!