

International Business Development & Internationalization Manager

Drive the international growth of companies in the Habitat sector

Are you passionate about helping companies expand into international markets? Do you enjoy creating business opportunities, connecting companies with strategic partners, and delivering initiatives that make a real impact?

We are looking for an **International Business Development & Internationalization Manager** to join the **AMBIT Cluster** team and lead initiatives that support the international growth of our member companies in the Habitat sector.

This is a highly autonomous role with a strong focus on international business development. You will work closely with companies, institutions, and international partners to design and implement initiatives that help businesses expand into new markets.

Your mission

Your mission will be to foster the internationalization of AMBIT's member companies by designing, coordinating, and implementing international promotion activities that facilitate access to new markets, generate business opportunities, and strengthen their global competitiveness.

Please note that this is not a sales role.

Key responsibilities

Internationalization initiatives

- Design, coordinate, and implement internationalization initiatives for member companies.
- Organize and accompany outbound and inbound trade missions in international markets.
- Coordinate joint participation of member companies in international trade fairs and industry events.
- Design, organize, and facilitate B2B meetings between companies and potential clients, distributors, and international partners.
- Promote and coordinate the international expansion of **interihotel** and other collaborative internationalization initiatives.
- Develop projects for the creation of international showrooms, representative offices, and other joint promotional platforms in strategic markets.
- Organize conferences, seminars, webinars, and information sessions on internationalization, market trends, and business opportunities.

Market intelligence & international business development

- Identify priority markets and new international growth opportunities for member companies.
- Conduct market intelligence activities and prepare strategic market reports.
- Identify collaboration opportunities with international institutions, organizations, and strategic partners.
- Provide companies with relevant market insights and information to support international business decisions.

Internationalization projects

As part of the Internationalization area, you will participate in projects funded by the European Commission and other public institutions aimed at supporting business internationalization.

Your responsibilities will include:

- Coordinating project implementation, ensuring objectives, milestones, and deliverables are achieved.
- Preparing technical documentation and project progress reports.
- Supporting the preparation of proposals for new funding opportunities when required.
- Coordinating working meetings with national and international project partners.

What we're looking for

We are looking for a proactive professional with an international mindset and the ability to transform opportunities into high-value projects for businesses.

Requirements

- Mid-to-senior level professional experience (5+ years) in internationalization, international trade, international business development, or export promotion.
- Bachelor's degree, preferably in International Business, International Trade, Business Administration, Economics, or a related field.
- Fluent in English and Spanish (C1 level or higher).
- Experience working with international markets.
- Strong project management skills and the ability to coordinate multiple stakeholders.
- Although this is primarily a management and coordination (back-office) role, availability to travel internationally for up to 20% of the time is required.

Nice to have

- Postgraduate qualification or Master's degree in International Business or Internationalization.
- Experience in the Habitat sector, architecture, interior design, furniture, or contract business.
- Experience working with business clusters, trade associations, chambers of commerce, or internationalization support organizations.
- Experience organizing trade missions, international trade fair participation, and B2B matchmaking events.
- Knowledge of European funding programmes and European Commission-funded projects.
- Proficiency in additional languages.

What we offer

- The opportunity to join one of Europe's leading organizations in the Habitat sector.
- The chance to work on projects that have a direct impact on the international competitiveness of companies.
- A dynamic, collaborative, and internationally oriented working environment.
- A role with a high level of autonomy, responsibility, and the opportunity to drive new initiatives.
- Permanent full-time contract.
- Immediate start.
- Workplace: On-site at our offices in **La Sénia** or **Barcelona**, with the possibility of hybrid working depending on organizational needs.
- Salary: €28,000–€32,000 gross per year, depending on experience.

Interested?

If you would like to contribute to the international growth of companies, develop high-impact projects, and become part of a team committed to strengthening the international competitiveness of the Habitat sector, we'd love to hear from you.

We look forward to receiving your application!