

Business Development Partner, Montenegro

Freelance, commission-based, alongside your studies or current work

Open doors in Montenegro's hospitality with us

Montenegro Experts advises hotels, restaurants and investors in Montenegro on performance, funding, investment projects and training. We are looking for a well-connected person based in the country who builds relationships, finds business opportunities and takes them through to a signed assignment together with us.

What you will do

Find and connect. Research hotels, restaurants, investors, tourism organisations and public bodies that could benefit from our work, and make the first personal contact.

Arrange and accompany. Set up meetings with owners and managers, join the first conversations, follow up and keep the relationship warm between our visits.

Record and report. Keep every contact and every step in our partner portal, report regularly to Michael Gehring and Ljubo Vuljaj, and help present the Hospitality Academy.

Advice, prices and commitments to clients come from Michael and Ljubo. You open the door; the expert conversation, the offer and the contract follow from us.

What you bring

- You live in Montenegro or work there permanently
- Montenegrin as your working language and very good English; German is a plus
- A calm, reliable and professional manner
- You organise your own work and follow through
- Interest in or experience with hospitality, tourism or business development
- Basic digital skills and the willingness to work with our partner portal
- Contacts in the industry and a driving licence are an advantage

Final-year students and recent graduates are welcome, especially from tourism and hospitality studies, if you have time, initiative and enjoy talking to people.

What we offer

- Independent, flexible cooperation alongside your studies or current work
- Commission on every assignment you bring in, paid after the client has paid
- A structured introduction, materials and access to our partner portal
- Direct work with Michael Gehring, more than 40 years in hospitality in Germany, Austria and Switzerland, and Ljubo Vuljaj, sommelier and gastronomy consultant
- A long-term partnership for those who deliver

The cooperation is freelance and paid by commission only, without a fixed salary. You register your own activity in Montenegro.

How to apply

1. Send your CV and a few lines on why this role fits you, through the form on montenegroexperts.me/passion or to office@montenegroexperts.me.
2. First conversation by video, about 30 minutes, with Michael and if possible Ljubo.
3. A short practical task: name five potential clients or partners in Montenegro and explain how you would approach them. No real client contact is needed for this.
4. Second conversation and, if we all agree, a written cooperation agreement and your introduction.

We store your application only to decide on this role and delete it no later than six months after a rejection. Details in our privacy policy on montenegroexperts.me.

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Contract partner HotelSuccess, Michael Gehring · office@hotelsuccess.cc