

YOUNG STARTUP IS LOOKING FOR A

Business Development Manager (m/f)

IN COLOGNE OR HAMBURG

WHO WE ARE

We are a company founded in 2016 with a passion for the agile working world. That's why we help make the meeting-dominated workday of more than 150 million people worldwide more productive. Our product addresses a problem in today's business world: inefficiency in scheduling and organising meeting. A smart algorithm replaces human intelligence. Because this manual effort is still necessary in 2018 just to determine the availability of participants of a planned appointment. Scedule also suggests date proposals that take into account the individual plans and priorities of the business. At the same time, we relieve our users of the time consuming organisation of resources. Scedule already integrates the booking of required meeting rooms and conference systems into the scheduling process and automates the adjacent services of our customers.

Above all, the premise is to protect the privacy of the personal calendar as well as the protection of all associated data.

WHO WE ARE LOOKING FOR

We are looking for people who share our passion for good products and new business models. You should think from the customer's perspective, like to be a little perfectionist, but just as pragmatic. In the spirit of our innovative strength, we need team players who bring in their own ideas, take responsibility, and rather dare to be creative than expect process instructions. Together we want to bring about meaningful changes. The will to learn, the ability to reflect and fearless communication are therefore prerequisites.

WHAT WE ARE OFFERING

We not only work for an agile working world, we also live it. We attach great importance to a pleasant atmosphere and flexible working hours with an absolute focus on results. Like our product, we make it possible to reconcile personal plans with business priorities. We provide the necessary scope for design, fault tolerance and dynamic structures. You must seize the resulting growth opportunities yourself. We promise you that it will be stressful at times, but at least as much fun.

YOUR RESPONSIBILITY

You should acquire interested parties, develop them into customers or sales partners and provide professional support in the contractual relationship. This goal requires that you not only understand and sell our product and business model, but also understand the perspective of our customers and partners and contribute to product development. So you should also take your role in our strategic planning and derive your goals and operational tasks from this independently. This objective includes the continuous observation of our market on the basis of your market and competition researches.

YOUR TASKS

- Networking and generating leads as part of our marketing and sales activities.
- Implementing of business strategies through targeted and active sales work.
- Preparation of sales documents such as presentations for customer meetings.
- Maintaining personal relationships with customers and their data.
- Aggregating and prioritising requirements from the customer perspective.
- Market and competition analysis, as well as elaboration of their essence.
- Participation in the further development of our growth strategy and business model.

YOUR PROFIL

- Completed technical/business study (business administration/engineering or comparable studies).
- At least 3 years of professional experience in comparable tasks and areas of responsibility.
- Pronounced degree of independence, determination and structure. You take the initiative, think and act flexibly, and can "think outside the box".
- Independent and analytical approach, enthusiasm, strong communication skills combined with extensive experience in direct customer contact.
- Ability to think and tag along with a necessary professionalism and sleaziness at the same time. Standing up person with frustration tolerance.
- Affinity for the topics Digital Transformation, Future of Work, SaaS and Collaboration.
- Very good German and English skills (business fluent).

YOUR APPLICATION

If you can identify with what you have read here, if our product and market appeals to you, if you are attracted to this exciting task in this exciting environment, if you believe you can do it, and if you want to participate in the development of a young company right from the start, with all the associated risks but also an appropriate share in our joint success, then we look forward to getting to know you! Please send your application to info@scedule.com.