



Business Development Manager at Peaq Technology GmbH

Starting Date: June 2021

Weekly hours: 40

The Role

We are looking for a technically affine Business Development Manager to join our Strategy and Business Development Department. In close collaboration with our project leads and management team, you'll be responsible for establishing and developing new business concepts and strategic collaborations to expand our peaq ecosystem.

We are a team of hungry entrepreneurs driven by the sheer magnitude of what we can achieve and the desire to positively shape our collective future. If you can identify with that and are not just looking for a 9-5 job, we look forward to hearing from you.

Minimum Qualifications

- Proven leader with tech-related business development, sales or marketing experience and 3+ years of demonstrated management experience.
- Able to design and implement a business development strategy.
- Strong entrepreneurial mindset and comfortable pushing own projects forward.
- In-depth knowledge of B2B SaaS products and familiarity with the IoT industry.

Preferred Qualifications

- Exceptional interpersonal skills with the ability to collaborate and work cross-functionally effectively with tech, product, finance, marketing or operations colleagues.
- Able to understand technical papers and knowledge of data bases.
- Bachelor/Master's degree or the equivalent in concrete experience as business developer in the B2B SaaS market.
- Experienced in working with project management tools like Jira, Youtrack or Microsoft Project etc.



- Willing to travel to attend client meetings.
- Structured, success-oriented and accountable way of working.
- Fluent in both, German and English.
- Confident and sympathetic.
- Enthusiastic about DLT and IoT.

Responsibilities

- Developing, communicating and managing go-to-market projects with Product, Engineering, Marketing and other internal stakeholders.
- Creating, customizing and presenting company collaterals for market and business needs-presentations, case studies, documents by involving internal stakeholders.
- Testing hypotheses and conducting fact-based analyses to help us identifying, prioritizing and executing growth opportunities.
- Analyzing existing business approaches and making changes where appropriate.
- Developing and managing relationships with clients.

What we offer

- The opportunity to contribute to innovative projects in a new and exciting industry that has the potential to change our world positively.
- High growth potential.
- Warm and open corporate culture at a truly international company with many different nationalities.
- An environment that values freedom, autonomy, team spirit and open communication.
- Flexible working hours.
- Office space in the heart of Berlin.
- Soft Drinks and coffee (We know how important caffeine can be).



Sounds good? Simply send us your CV!