

Business Development Manager (m/f/d)

Permanent employee, full-time, immediately – Berlin

Your tasks:

- You are driving the lead conversion for new business creation via interviews, presentations and negotiations.
- You are developing sales accounts for long-term and growing business relations
- You are delivering commercial offers for NeoMonitor Services including partner contributions (if needed) and negotiate commercial offers
- You are identifying partners and manage the relation for joint business generation.
- You report your activities transparently in Salesforce/Hubspot and align with the team.
- You iterate market feedback with the product team (capture and share cycle) to meet customer needs.

Your skills:

- You have completed an education with a technical and business administrative background.
- You have a proven record of at least 4 years of sales in smart Hardware/Software solutions.
- You are an experienced project manager and approach complex tasks in a structured way.
- You embody a clear customer-centric and service oriented approach to your daily work.
- You have strong communication and negotiation skills
- You are a strong networker (internal and external) and enjoy representing your organization
- You are familiar with the operation of sales IT-tools (Salesforce, Hubspot preferred)
- You are fluent in English and German
- You value a dynamic working environment and you are passionate about your responsibilities

About us:

FP NeoMonitor GmbH i.G. is a new founded 100% subsidiary of Francotyp Postalia. We set out with our team to deliver customer value and grow by applying lean startup and agile principles. The offerings will be aligned with market demand and their value proposition realized through customer-centric validation.

Please send us your application via e-mail to personal@neomonitor.de.