

Manager Business Development (m/f)

We're looking for talented and motivated people to join our team!

Smartfrog is a tech startup focused on the "Internet of Things", which is about making everyday objects more intelligent and connected to the internet, enabling the user to access them from anywhere at any time. We want the latest technologies to be affordable and user-friendly, so that our everyday lives become more comfortable, more efficient and more secure. Are you the kind of person who gets excited by new challenges? Do you want to help us find innovative solutions to those challenges? If so, we look forward to hearing from you.

What we offer

- A dynamic office environment at an international tech startup in the heart of Berlin
- The chance to help build an exciting new brand and develop new products
- A young and agile business with flat hierarchies
- Great potential to develop your career
- Flexible hours and working arrangements
- Attractive compensation package + rapid progression
- Existing partnerships with tier-1 telco, utility and distribution partners as reference cases

Location: Berlin

Start: ASAP; fulltime

Your role

- Identify, establish and continuously manage B2B partnerships for Smartfrog
- Execution responsibility for business development projects
- Work with both distribution and sales partners
- Build business cases and execution/ project plans for each partnership allowing to prioritize each project
- Develop commercial partnership agreements incl. required financial models together with Head of Business Development
- Interface between our partners and the Smartfrog team (Sales, Marketing, Development)
- Service our existing distribution and sales partners and expand the relationships to grow business

Requirements

- Min. 3 years experience in Business Development role at Tech companies (ideally Cloud, SaaS, PaaS)
- German language skills (native/ fluent)
- Excellent English language skills (negotiation level)
- Bachelor degree in Business Administration, Economics or similar
- Truly Hands-on with an "implementer and finisher" mentality
- Prepared to go the extra mile to get deals signed and assure long term success
- Willingness to travel (national and international) and meet with our partners
- Nice to have: Experience in the Smart Home/ Internet-of Things environment
- Nice to have: Experience working in very fast growing organisations

How to apply

Are you interested in joining the Smartfrog team? Please send your CV and a short cover letter including salary indication to Mrs Katharina Wild, jobs@smartfrog.com. We are excited to get to know you!

www.smartfrog.com