



We love blockchain technology and sharing.
Our mission is to build the smart sharing economy of tomorrow.

Slock.it is an innovative, award-winning German startup in a unique position to be able to scale rapidly. Using blockchain technology, we help IoT devices to participate as autonomous players in the sharing economy. We connect them and all other participants of the sharing economy on one global, universal sharing platform. Alongside, we share our technology expertise with other companies and help them exploring blockchain technology.

Business Development Manager (f/m)

Type: Permanent
Location: Mittweida, Germany
Travel: Medium (50%)
Salary: Competitive + option pool equity
Work hours: Standard
Start date: ASAP

We are looking for a Business Development Manager to shape and deliver on a strategy to build the market-leading smart sharing economy platform. Your primary focus will be to develop key market segments in the IoT environment, e.g. shared smart households or household services, and to initiate all necessary steps to successfully enter them. We are looking for a talented individual with entrepreneurial spirit and a keen focus on building strategic relationships with partners or customers.

Your job

- Further developing and implementing a business plan in close cooperation with the management board
- Overseeing and managing Slock.it's commercial pipeline
- Developing partnerships with large corporates and startups in the IoT space
- Defining and executing go-to-market and monetization strategies for various market segments and local markets
- Testing business assumptions with customers and partner and providing feedback to the product development team
- Building a team of business development, marketing and sales specialists in accordance with strategy execution

Your profile

- 3+ years of professional experience in relevant environments like B2B business development, customer acquisition, technical sales, strategy consulting, company building or technology startup
- Proficient understanding of and relevant experience in strategy and project management
- Proven ability to build and nurture relationships with partners and customers
- Experience in building, motivating and leading teams is a plus
- Excellent written and oral communication skills - fluency in English is a must
- Experience with Blockchain and/or IoT technology is an asset

Also:

- You enjoy being part of a very rapidly growing team
- You are ready to flexibly react to changes in the company's short-term strategy while keeping a focus on the long-term goal to build the Slock.it flagship application

You want to be a part of the team? Great! Please send your CV including your full portfolio and an overall explanation as to why you will be a good candidate for the role to careers@slock.it.

Questions? Sure. Please visit our website www.slock.it or drop us an email at careers@slock.it.