

Business Development Representative (m/w/d)

Location: Berlin, Germany

About us:

We're a young, fast-growing company based in Berlin, led by experienced entrepreneurs. Our mission is to transform and empower people and organizations. We do this using Virtual Reality experiences and ethical Artificial Intelligence. You can learn more about us at <https://wondder.io/>

To expand our team we are looking for a Business Development Representative (m/w/d) who will bring their skills, experience, and humanity to join us in this adventure.

How we see you:

- You appreciate the state of uncertainty that comes with early-stage startups and take full responsibility for your work
- You show yourself as a whole personality, bring your talents to light and choose your involvement in respective projects

Key responsibilities:

- Efficiently qualify leads and close sales opportunities
- Manage the sales critical life cycle to maintain the pipeline plans for long, medium, and short-term sales

What we value:

- You have strong Sales/Business Development experience in managing sales numbers, forecasts, pipelines, and opportunities.
- You have experience working in an international start-up / high-growth company
- You have confident communication (written and verbal) skills and a demonstrated ability to work collaboratively with all levels of internal and external organizations
- Fluent in English and German. Any other European language would be a plus.

What we offer:

- Opportunity to work in an ambitious startup environment with an exponential learning curve
- A diverse, international team that shares the drive to change the world for the better
- A culture of open communication, entrepreneurship, and humor

We particularly encourage applications from women, disabled and Black, Asian, and Minority Ethnic (BAME) candidates, as these groups are underrepresented throughout the technology industry.

Send your application to:

daniel@wondder.io