



Senior Business Development Manager (m/f/x)

3D Printing, Cloud Software, Start-Up: combined in one Job

apply now!

This is not a regular sales or marketing job! This is your chance to have **strong impact within a young team** and one of the most inspiring and dynamic tech industries these days – 3D printing. Not only will you help us strengthen our growing position as pioneer for 3D printing software, but you also **develop tomorrow's disruptive business models** for our customers.

Join our business development and sales team in Berlin to bring our **cloud-based B2B software** into the market, but also help us with related aspects in key-account management, project management, market analysis, content marketing and much more. We are a start-up, there are various ways to contribute and stand out!

Motivated? Then this is the perfect job for you!

You're in (a) good company. **trinckle** is an award-winning, VC-funded tech start-up from Berlin, founded in 2014 and a first mover in the early stage of this revolutionary technology. We do not build machinery, but focus on the digital gold: the 3D model data. Our cloud software 'paramate' generates the 3D models that get printed. With paramate we enable new business models - whether patient specific prosthetics, mechanically optimized robotic components, or personalized car parts. This means nothing less than disruption of conventional industries and creation of countless new business opportunities for our future clients.

As you can see, there is a lot to do and to achieve. That is why we are looking for an motivated and team-playing **Senior Business Development Manager** for our team – the earlier the better.



These challenges are waiting for you! Check out page 2/2

These challenges are waiting for you:

- Be a vital part of our business development, marketing & sales team
- There is not just one set of tasks, but a wide variety of opportunities to get involved
- Identify new markets and potential applications for our software and create promising leads
- You do not “only” sell a product, you develop innovative business models with our clients
- Dive into various industries every day and prove your conceptual strength and flexibility
- Structure and manage sales channels and campaigns on your own responsibility
- Generate and convert leads into closed deals! And work with our application developers to realize design concepts in the implementation phase
- Transform our client projects into success stories for our marketing outreach
- Bring in your sales experience to improve our processes wherever you can

This is what we expect:

- You successfully graduated a college or university program in a related field of study like Business Administration or Industrial Engineering
- You have +4 years experience in a tech-related business dev., sales or marketing role
- You are able to work effectively both individually and in a team
- You adapt to new situations quickly and learn fast; you also have a keen interest and a good understanding of how modern technologies work
- You work in a structured manner and have excellent communication skills
- Fluent in German and English, both written and spoken
- Experience and knowledge in the field of 3D printing / Engineering / SaaS is a plus
- Most importantly: we look for colleagues with a positive can-do mindset.

This is what we offer:

- See your impact: you get the full picture of a Berlin-based Start-up and actively shape your future role and possibly even the whole company
- A friendly, professional and international team with a flat hierarchy
- Flexible working hours and competitive compensation
- Enjoy a great mix of office team work and home office efficiency
- And yes, we also have those free drinks and fruits for you

Sounds like the perfect opportunity for you? Please send your application, including your CV, your earliest possible starting date, and your most favorite song in the world, to jobs@trinckle.com. Also, tell us where you've seen this job offer. Don't hesitate to contact us, if you have any questions. Your contact person is Yvonne Well.