

Danube Angels is a fast growing financing platform and Angel Network based in Vienna with focus on intermediating investments into interesting and innovative companies from the DACH and CEE regions. We believe in talented entrepreneurs in Central Europe and support them on their international expansion. Among others, we apply the so-called Smart-Money-Concept and actively identify and attract new business clients for our portfolio companies.

We are currently looking for a skilled sales-oriented person to develop and to manage international sales activities for our portfolio companies.

Business Development Manager (CEE and DACH region)

Workplace: Vienna

Job description:

- Identifying and acquiring new business clients for the portfolio companies
- Creating databases with clients and partners in CEE & DACH region
- Sales lead generation
- Preparing offers and documents
- Actively managing the whole sales process
- Negotiating terms and conditions
- Adminstrating tasks (Salesforce)
- Taking care of good and long-term relationships with clients and partners

Requirements:

- German – native, working proficiency in English (B2 minimum), other language skills of advantage
- Ideallyly some years experience in cross-industrial sales management
- Sales personality with experience in sales of enterprise software, health-care or energy/cleantech sector
- Strong communication and negotiation skills
- Drive for strong personal development
- Creativity and openness to the use of new solutions and concepts
- Team player attitude
- Excellent work organization and ability to conduct processes also remotely up to 50 %
- Administration skills: Microsoft Office
- Strong skills in social media: LinkedIn, Facebook, Instagram

We offer:

- Work in an innovative and international start-up environment
- Becoming part of a rapidly growing and ambitious international group
- Independence and responsibility in the implementation of entrusted tasks
- An open-minded environment
- The possibility to implement your own initiatives
- Base salary, up to 38,5 hours per week, fair bonus arrangement and flexible working hours

If you're interested please send your application to peter.helesic@danubeangels.com

Please include the clause: „I agree to the processing of personal data provided in this document for realising the recruitment process pursuant to the Personal Data Protection Act of 10 May 2018 (Journal of Laws 2018, item 1000) and in agreement with Regulation (EU) 2016/679 of the European Parliament and of the Council of 27 April 2016 on the protection of natural persons with regard to the processing of personal data and on the free movement of such data, and repealing Directive 95/46/EC (General Data Protection Regulation).”

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