

Wanted:

A dedicated **Business Development Manager** to complement our team

Challenge

This role requires someone with a self-driven, committed and outgoing personality, someone eager to flourish in the highly dynamic environment of an ambitious startup, an active listener with a hunger to chase and close new business from cold calls and inbound warm leads.

Your responsibilities include:

- Contacting potential clients to establish rapport and arrange meetings.
- Planning and overseeing new marketing initiatives.
- Finding and developing new markets and improving sales.
- Researching organizations and individuals to find new opportunities.
- Attending conferences, meetings, and industry events.
- Developing goals for business growth and do what it takes to achieve them.

The ideal candidate has

- a background/working experience in healthcare, business, sales, marketing or a related field,
- strong communication skills -in German, English and, optimally, one more language- and decent IT fluency,
- excellent organizational skills and attention to detail,
- ability and willingness to flourish with minimal guidance, be proactive, and handle uncertainty.

Context

On a mission to increase resilience and process efficiency in healthcare, our Germany-based startup leverages Conversational AI to automate routine admin processes in healthcare, in particular phone services for clinics, hospitals and health ministries.

We mainly focus on the European market but explore as well opportunities in India and Latin America.

Offer

Depending on your background and track record, we are open to discuss a flexible remuneration package of a fixed salary component, a commission fee and/or a vesting plan of shares.

Interested?

Submit your CV and a short motivation statement to kontakt@praxisconcierge.de