

Join our team!

# Business Development Manager

Vienna 1070 | Full-time



**Us against the pandemic – Become part of our interdisciplinary team!**

Since March 2020 Novid20 has been working with new solutions to end the Covid pandemic. Through major projects in Austria and abroad, we have been able to position ourselves as leading experts on the topic of "Covid test infrastructure" with a strong IT focus. We work in close cooperation with the scientific community and experts from various industries.

## What you bring to the table

- Hands-on mentality to flexibly work in a fast-paced startup
- 3+ years of experience in a leading role in business development
- Excellent written and verbal communication in German and English
- Team-player mentality with outstanding social skills
- Creative and flexible problem-solver

## That's a plus

- Interest in health-IT
- Knowledge in CRM tools
- Proven leadership skills

## Your Job

- Attracting new clients and overseeing business development processes
- Maintain meaningful, long-term relationships with existing clients
- Create business proposals and contracts to draw in new clients
- Identify and research new market opportunities
- Communicate with clients and drive innovative solutions-finding
- Hold product presentations and demonstrations for potential clients

## Our Offer

- Exciting startup atmosphere with top motivated and open colleagues!
- Insight behind the scenes of the Covid pandemic
- Flexible working: You decide where, when and how you work. From home or in our office in the 7th district
- Additional employee benefits: Gym membership, Free drinks, state of the art work equipment, team events

**An attractive salary package based on experience and performance with the option of project related bonuses. The minimum salary for this position is 45.000€ gross yearly.**

**APPLY NOW at [jobs@novid20.at](mailto:jobs@novid20.at)**

Send your **CV** as a **PDF** and optionally an application-video of maximum 2 minutes to [jobs@novid20.at](mailto:jobs@novid20.at)