



Business Developer @ VISSEIRO (m/f/x)

Are you looking for a new position in a passionate and innovative tech firm?
Are you an experienced and talented Business Dev with a successful track record?
Are you someone with strong demonstrable experience in Business Development/Sales?
Are you motivated to drive a social impact by using deep tech?

Then we have the perfect position for you!

Who are we?

We are VISSEIRO, an exciting and innovative healthcare start-up with a strong focus on changing the space of elderly care. We are proud of our breakthrough, patented technology that can measure vital parameters through a seat cushion, allowing health and vital signs to be monitored easily, effectively and without invasive and uncomfortable processes. With our innovative use of cutting-edge artificial intelligence, we aim to detect any deteriorations in health before any severe symptoms occur. We identify as a software company who specialize in the evaluation and recording of medical data generated by our unique cloud-based artificial intelligence.

What will you be doing?

We are looking to employ a driven and detail-oriented business development officer to identify business growth opportunities and develop strategies to increase company sales. The business development officer's responsibilities include identifying company products and services that are underperforming, developing an in-depth knowledge of company offerings, pricing, and policies, and improving existing sales proposals. You should also ensure that the company is able to achieve revenue targets. Your duties and responsibilities will include the following;

- Developing and sustaining solid relationships with company stakeholders and customers.
- Analyzing customer feedback data to determine whether customers are satisfied with company products and services.
- Recruiting, training, and guiding business development staff.
- Providing insight into product development and competitive positioning.
- Analyzing financial data and developing effective strategies to reduce business costs and increase company profits.
- Conducting market research to identify new business opportunities.
- Collaborating with company executives to determine the most viable, cost-effective approach to pursue new business opportunities.
- Meeting with potential investors to present company offerings and negotiate business deals.

What are we looking for?

To be successful as a business development officer, you should be adept at negotiating business deals and able to make sound decisions that will benefit the company. Ultimately, an exceptional business development officer should have strong business acumen as well as demonstrate excellent management, communication, and analytical skills.



The following are required for the position;

- Bachelor's degree in business management or administration, finance, accounting, marketing, or related field.
- Proven experience working as a business development officer or similar role.
- Proficiency in all Microsoft Office applications.
- The ability to travel as needed.
- The ability to work in a fast-paced environment.
- Excellent analytical, problem-solving and management skills.
- Exceptional negotiation and decision-making skills.
- Effective communication skills.
- Strong business acumen.
- Detail-oriented.
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This is an excellent opportunity for someone with previous experience in the industry who is looking to join an exciting and innovative company, and use their talents and experience to build something amazing. We are able to offer a competitive start salary and an excellent, social working environment alongside a range benefits to make this truly an amazing place to work!

If you are interested in applying for this position or want to find out more information then get in touch and we can take it from there

Start date: immediately, Application in english or german

Contact: Pirmin Kelbel, work@visseiro.com

