

We are hiring to help us keep growing. If you're dedicated and ambitious, Scigility is an excellent place to grow your career.

Business Development Manager

Scigility combines academic and practical knowhow to a unique and holistic Data centric service offering for our customers. **We are a leading consulting and project service company** and define, build and support state-of-the-art **ML/AI-applications** and **data platforms** to create new insights to our customer's data.

Your tasks

- **Development of new markets / industries** and **improving sales** aligned with the company sales strategy
- **Perform market research** to identify new opportunities and engage with executives and decision makers **to establish the sales strategy**
- **Contribute to portfolio improvements** and **develop quotes and proposals** for our existing and new clients
- **Execution of the company's partner strategy** in the defined territories and local alignment with the partner executives
- Attending conferences, meetings, and industry events
- Establish leadership and help implement the company's vision locally at the subsidiary

Your profile

- 3+ years experience working in a business development or sales role
- Experience in data & analytics and related industries
- Ability to travel up to 50% of your time to see clients, explore new markets and attend industry events
- Strong communication and leadership skills and IT fluency
- Ability to manage complex projects and multi-task
- A valid work permit for Austria
- Excellent written and verbal communication skills in German and English

What we offer

- You'll work in an international agile team with a start-up culture
- You'll benefit from flexible working arrangements and determine your own work-life balance
- The opportunity to grow and develop your skills and passions
- A friendly and international work environment with a diverse group of motivated, talented, and visionary colleagues



Your Application

We are happy to receive your application online. For further information please contact Lena Laaser on jobs@scigility.com.

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