

Head of Business Development (m/f)

ABOUT US

Fluid Logistics, a leader in a unique and innovative technological field, is a young, fast-growing start-up with a solid financial foundation.

We are in high demand in the automotive and logistics industries, especially in the production phase. We aim to further develop our technology and establish our company as a market leader.

WHO WE ARE LOOKING FOR

You are a good match for us if you are a team player, flexible, self-reliant and highly motivated. We have a highly efficient organizational structure, short decision-making paths and a fast work pace. We also take into account and promote the personal and professional development of all team members. You can expect interesting and challenging tasks in a highly diverse working environment in the greater Frankfurt area.

Head of Business Development (m/f) fulltime in Darmstadt

Your responsibilities:

- Shaping the company strategy as part of the management team especially regarding use cases for the application of FL technology
- Develop logistics solution concepts together with the customers
- Representation of the company at events such as trade fairs etc.
- Leading the marketing efforts and the team members
- Develop a sales strategy and leading the sales efforts
- Contributing to the fundraising efforts
- As part of a startup team, help building a great company and improve processes along the way
- Worldwide travel

Your profile:

- University - master's degree e.g. mechanical engineering
- 7-10 years of professional experience preferably in dynamic environments: start-ups, business consulting, etc.
- Thorough understanding of logistics and production processes
- Strategy, business development and/or product management experience
- Strong sales and leadership skills
- Fluent in English

Why join **fluid**logistics

- A fast-growing company with unique technology
- Flat hierarchies
- Great personal growth potential
- Competitive salary and flexible working hours with home office option
- High team morale and regular events
- You can make a decisive contribution to our success story

If you would like to be part of our team, apply now by sending an e-mail with your resume to career@fluidlogistics.com