

## Business Development Manager



Bonn, Home office



Part time Job



Contract duration: 6 Months

*DeFuTech is a startup company based in Bonn that started as a spinoff from the Fraunhofer Institute. We help close the digital divide by providing affordable wireless internet solutions to hard-to-reach communities in Africa, Asia, South America and Europe. Together with our customers, we're empowering local populations with the connection and skills to create their own future.*

We are currently seeking a passionate Business Development Manager who shares our vision to join the DeFuTech team in **September 2019**.

### Your mission

- Act as the first point of contact to DeFuTech. Responsible for dealing with queries from current and potential customers.
- Source new projects from Development Agencies, NGOs and Foundations.
- Prepare sales offer and follow up to ensure the sale is closed.
- Liaise with DeFuTech's existing partners and customers in various countries to build relationships and identify new opportunities.
- Other responsibilities as agreed with your manager.

### Your Profile

- Open to learn and adapt to new topics
- Previous sales experience is a plus
- Willing to work flexibly and in a small team
- University degree in any technical or business field
- Available for 6 months or more on a part-time basis
- Excellent knowledge of English or German.

### Application procedure:

Please apply with a CV including relevant references, clearly stating your key successes to date. Send your application to [careers@defutech.de](mailto:careers@defutech.de) stating your earliest start date.