

Job Description: Part-time Sales & Marketing Manager (m/f /d)

Are you passionate about pushing the boundaries of technology and reshaping the future of networks sustainably? Join bitteiler, a cutting-edge deep tech spin-off from TU Dresden in 2023.

Our vision is to improve current and future networks using AI-aided compression and coding technologies to cope with the rapidly growing amount of data. With the emergence of IoT-based data sources, such as those found in Industry 4.0, the need to store and analyze past and current information is placing an increasingly heavy burden on current solutions. We ensure that our customers can quickly capture and discover information with minimal effort in terms of cost, efficiency, security, and privacy.

Responsibilities

- Develop and manage sales campaigns for bitteiler technology from selecting target audiences to engaging with customers.
- Identify the right companies and contacts, generate leads, and actively manage your accounts.
- Handle initial conversations and present our solutions in demo calls alongside the Co-founders.
- Identify potential within existing customers, continue supporting them, and stay alert to market trends.
- Create engaging content, including sales presentations, website articles, newsletters, social media posts, and event materials.
- Identify new market opportunities, build strategic partnerships, and referral networks to expand reach and accelerate adoption.
- Represent bitteiler at industry events, trade shows, and conferences to generate leads, detect growth opportunities, and raise brand awareness.
- Continuously identify potential sales and marketing bottlenecks and implement relevant improvements.

Required Qualifications

- Master's or bachelor's degree in Marketing, Business Administration, Economics, or a related field
- Initial experience in sales, ideally in a B2B environment
- Familiarity with digital sales or strong motivation to develop in this area
- Strong negotiation, relationship-building, and communication skills, with the ability to convey complex technology in a clear and valuable way to clients
- Motivation to work in a startup environment, valuing short decision-making paths and proactive contribution over passive execution
- Flexibility to take on diverse tasks and adapt to the dynamic needs of a growing company
- Professional-level proficiency in both German and English

What We Offer

- A fixed-term part-time contract with a highly competitive salary aligned with industry standards and the candidate's professional background starting as soon as possible.
- A modern workplace, centrally located in Dresden
- Annual leave calculated proportionally based on part-time hours (FTE: 30 days)
- Flexible working hours and the possibility to sometimes work in a home office.
- Opportunity to attend many tech fairs/shows not only in Germany, but worldwide.
- Long-term growth potential, including the possibility of earning company shares for team members who become indispensable to the bitteiler team.

To apply, please send a tabular CV and a short motivation letter in English to apply@bitteiler.com. We are already looking forward to your application!