

Job Description: Business Developer (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 that was founded 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

- Identify and evaluate new business opportunities, customers, and verticals, focusing on IoT-heavy industries.
- Build and maintain strong relationships with semiconductor manufacturers, sensor producers, and industrial companies.
- Support product-market fit validation, pricing, and positioning in collaboration with the leadership team.
- Represent bitteiler at trade fairs, conferences, and pitch events.
- Establish and maintain a structured sales funnel from lead generation to closing pilot projects and long-term contracts.
- Work closely with the engineering team to align technical development with customer needs and feedback.
- Contribute to fundraising, grant applications, and strategic partnerships that accelerate scaling.

Required Qualifications

- Master degree in Business, Management, Industrial Engineering, or related field.
- Experience in business development, partnerships, or sales in a B2B/tech/startup environment (IoT or semiconductor experience is a plus).
- Strong networking and communication skills, with the ability to build trust quickly.
- Entrepreneurial mindset, proactive attitude, and a willingness to work hands-on in a startup environment.
- Fluent in English; German is a strong plus.

What We Offer

- A full-time contract (based on the German public sector pay scale TVL E13), starting as soon as possible
- 30 days of vacation per year.
- A modern workplace, centrally located in Dresden.
- 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.
- In the long term, if you have become an indispensable member of bitteiler team, we are also willing to provide company shares.

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!