

Business Development Manager Europe - Special Formwork File-to-Factory, CNC Automation and Digitalized Production

About Us

dataform.work develops Formwork as a Service for complex concrete structures. We transform project data into precise geometry, generate CNC-ready milling data, and provide efficient special formwork solutions for architectural and infrastructure projects.

The Role

We are now looking for an entrepreneurial and relationship-driven **Business Development Manager Europe**, with an initial focus on the **DACH region**, to build our commercial presence and increase demand for our solutions.

This is not a role in which you simply manage an existing sales territory. It is an opportunity to **develop a market, shape our commercial approach and help establish dataform.work as a recognized partner for complex concrete construction across Europe.**

Your Tasks and Objectives

- Developing new business opportunities throughout Europe, with Germany, Austria and Switzerland as your primary markets.
- Identify and approach potential and existing customers, building new and intensifying existing customer relations
- Engage proactively with contractors, formwork companies, architects, engineers, infrastructure organizations
- Developing market-entry strategies, account plans, partner models, commercial structures and project-specific sales approaches.
- You will help define how dataform.work approaches different customer groups, project types and European markets.
- Your objective is to turn awareness into interest, interest into projects and successful projects into long-term customer relationships.

Your Profile

- Experience in sales and business development – preferably in the construction industry
- Interest in data driven processes, technology innovation
- Understanding of construction site and special formwork processes
- Proactive and self-driven, charming and positive make-it-happen mindset
- Network in the construction industry in Europe is an advantage

What We Offer

- We will give you the entrepreneurial freedom needed to develop
- As our European activities grow, this position can develop into a broader commercial leadership role with responsibility for additional markets, strategic accounts, partnerships and team development.
- Work on unique international construction projects
- Hands-on experience with CNC and digital fabrication
- No hierarchy culture – working closely with management, engineering and production
- Flexible and innovative work environment
- Opportunities for growth within a developing company
- Technically focused and collaborative team
- Start-Up Culture

Compensation

The minimum gross salary for this position is **€3,560 per month** (full-time) in accordance with the Austrian Collective Agreement for Employees in the Trade Sector. The actual salary depends on qualifications and experience.

**If that sounds like you –
join us in shaping the future of complex formwork delivery across Europe.**

PS:

If you don't find yourself the perfect fit - don't be shy and get in touch!
We're growing and value driven individuals over perfect fits.

How to reach us:

Either personal or please get in contact via make@dataform.work