



We're looking for you!

Business Development Representative (m/f/d)

Your Tasks

As a Business Development Representative (BDR) at Assemblio, you are the spearhead of our sales efforts and play a key role in driving our growth. You work closely with our founding team and Account Executives to generate qualified leads, build trust and lay the foundation for successful customer relationships. In doing so, you represent our innovative DeepTech product and inspire decision-makers at leading industrial companies.

- Identify and research potential customer companies and key contacts with an ICP focus
- Conduct initial conversations with C-level and management contacts, impressing them with clear value propositions and securing follow-up meetings
- Build a strong sales pipeline, maintain relationships, and systematically qualify leads using modern frameworks (e.g. MEDDICC, SPIN)
- Work hand in hand with our Account Executives to prepare meetings and jointly initiate deals
- Bring market and customer insights into the team and help continuously optimize our go-to-market strategy

Your Profile

You are one of the first points of contact for our future customers and therefore play a decisive role in how Assemblio is perceived in the market. Your success in lead generation and qualification paves the way for major deals and makes you a key driver of growth.

Your Skills

- Experience in a fast-paced environment (e.g. start-up, scale-up, or SaaS environment)
- At least 2 years of relevant professional experience
- You know how to build a structured sales pipeline, maintain relationships sustainably, and qualify leads methodically using modern sales frameworks
- You are ambitious, goal-oriented and a true team player
- You can identify potential customer companies in a targeted way
- You conduct thorough due diligence and ask the right questions about the company, product and industry
- You speak German at a native level and have very good English skills

Why us

Assemblio is setting new standards in the manufacturing industry with its AI-powered software, developed at the Fraunhofer Institute together with leading scientists.

Our solution makes manufacturing companies sustainably competitive by solving a multi-million-euro problem in production.

Several DAX and MDAX corporations already trust us. Now, we are entering our next growth phase and are looking for top talents to take our go-to-market to the next level.

Your Chance: Take responsibility, drive deals forward and actively shape the next success story.

- **Cutting-Edge Deep-Tech Product:** You're not selling yet another SaaS tool, but an enterprise-ready solution, developed by leading experts in assembly process planning and AI. A product with genuine technological advantage and a unique position in the market.
- **Strong Market Pull:** Even in economically challenging times, leading industrial companies are reaching out to us. With established partnerships with global players, the demand is more than clear.
- **Solving Multi-Million-Euro Problems:** Our solution addresses critical pain points that generate annual savings in the millions for our customers. The sales process is not a "nice-to-have" pitch, it demonstrates immediate, measurable value creation.

Excited to join our team?

Then get in touch with us:

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