



We're looking for you!

Business Development Representative

Your Responsibilities

As a Business Development Representative (BDR) at Assemblio, you are the spearhead of our sales organization and you play a crucial role in driving our company's growth. You'll 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 deep-tech product and inspire decision-makers at leading industrial companies.

- You identify and research potential target companies and key contacts aligned with our Ideal Customer Profile (ICP).
- You are fully responsible for generating Deals by nurturing and approaching potential customers via different channels and with modern tech stack
- You build a strong sales pipeline, nurture relationships, and qualify leads systematically using modern frameworks (e.g., MEDDIC, SPIN).
- You work hand in hand with our Account Executives to prepare meetings and jointly initiate deals.
- You bring valuable market and customer insights to the team, helping us continuously refine our go-to-market strategy.

Your Profile

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

What You Bring to the table:

- You want to build a strong sales career in B2B SaaS and you are eager to exceed goals month by month
- You gained first experiences in a fast-paced environment (e.g., start-up, scale-up, or SaaS company, consultancy)
- Ideally, you have gained first experiences in building a sales pipeline and qualifying leads using modern sales frameworks
- You show customer-centricity by discovering business pains and articulating solutions while having concise conversations with market participants
- You're ambitious, goal-oriented, and a strong team player
- You speak German at a native level and have very good English skills

Why Assemblio?

Assemblio is setting new standards in the manufacturing industry with its AI-driven software, developed at the Fraunhofer Institute by and alongside leading scientists. Our solution ensures lasting competitiveness for manufacturing companies by solving a multi-million-euro problem in production.

Several DAX and MDAX corporations already trust us. Now we're entering our next growth phase and looking for top talent to elevate our go-to-market to the next level.

Your Opportunity: Take ownership, be an engine for our growth, 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 superiority and a unique market position.
- **Strong Market Pull:** Even in economically challenging times, leading industrial companies are reaching out to us. With existing partnerships with global players, the demand is crystal clear.
- **Solving Multi-Million-Euro Problems:** Our solution addresses critical pain points that save our customers millions every year. This isn't a "nice-to-have" pitch; it's a sales process that demonstrates direct, measurable value creation.

Why You Should Consider Joining

- **Career-Defining Opportunities:** We're at the beginning of a scalable growth journey. Joining now means you'll be one of the first to help shape the company with direct influence on your role, your career, and our future.
- **High-Performance Culture:** We set ambitious goals and exceed them. You'll work directly with management and sales leaders experienced in building start- and scale-ups, taking your go-to-market and sales skills to the next level.

Why Us

- **Your Team:** You'll join a motivated, innovative team that's highly ambitious about scaling Assemblio, but also loves to celebrate together, whether at game nights or team outings.
- **Your Health & Vacation:** We want you to perform but also recharge. That's why we offer fair vacation days and flexible working hours so you can rest and return with full motivation. We value balance, mutual support, and a work environment where you'll thrive long-term.
- **Your Setup:** We'll equip you with everything you need to succeed. From powerful hardware to modern tools that simplify your workday.
- **Your Office:** Work in a modern environment designed for collaboration and inspiration. Our office is where ideas are born, strategies are forged, and success is celebrated. Your ideas are not just welcome here, they are essential to our growth success.

Excited to join our team?
Then get in touch with us:

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