

Business Development Manager.

The sales and business development team at Ciara is responsible for signing people up to Ciara and getting them to use it, love it, and share it with their colleagues. Your job will be to locate and hunt down these new accounts from all over the world. You'll collaborate with many different professionals & departments, build long-lasting relationships with customers, and actually see your contributions to Ciara's success pay off.

YOUR OPPORTUNITIES.

- ✓ Take the lead on our global outreach by prospecting & generating leads and developing new strategic partnerships with companies that fit our target persona.
- ✓ Prospect, research, and define new targets to activate, as well as handle inbound leads.
- ✓ Have relentless motivation to hunt down new leads, to close deals, and develop long-lasting relationships with your customers.
- ✓ Utilize CRM tools to track sales progress, sales pipelines, and all relevant information.
- ✓ Gather customer feedback to generate ideas for the product vision and roadmap.
- ✓ Work closely with Marketing and Product teams to ensure brand consistency and increase sales.

YOUR PROFILE.

- ✓ You have successfully completed your university degree in business (or similar).
- ✓ You have above-average English skills. German skills are a plus, but not required.
- ✓ Ideally you have 1-2 years of experience in an entrepreneurial environment.
- ✓ You consider yourself a people person and have excellent interpersonal skills.
- ✓ You have an inherent passion for technology and an extreme willingness to sell it.
- ✓ You're tech-savvy, confident, and want to continuously learn.

WHY CIARA?

- ✓ We pay a competitive salary and provide you with all the personal freedom you need to get your job done your way. This position is also commission-based.
- ✓ We foster a culture of fast progress, open communication, and personal advancement. You'll learn what it takes to build a young company and get your own ideas to work.
- ✓ We work and celebrate as one strong team and support you to reach your goals. Individual learning is important to us and we'll help you make huge steps forward in a short time.

**Does this match your expertise, experience, and aspirations?
Apply here - no cover letter necessary.**

[Apply now!](#)