

Business Development Associate



BUSINESS DEVELOPMENT ASSOCIATE AT AI SCALE-UP

We are looking for an exceptional new colleague to acquire new client partnerships for our AI solutions and deliver an outstanding value for existing customers.

WHO ARE WE?

ZenOwn is innovative AI Technology company that empowers world's leading consumer goods brands to attract, engage and retain their consumers at retail. ZenShelf AI solutions enables automatic planning and monitoring of the instore execution to attract & acquire consumers.

LoopbyZenOwn AI solutions enable brands to register, engage, retain & understand their consumers. Awarded by Plug & Play, WebSummit and others for its innovativeness. Fueled by a high performing diverse team powering 5 of Top 100 consumer brands across 5 continents.

WE ARE LOOKING FOR A TOP PERFORMER WHO:

- has genuine interest in Tech and is excited by ZenOwn's technology & our solutions
- enjoys a dynamic, everything-is-possible atmosphere of a scale-up, is a self-starter and can work autonomously
- is curious by nature, has strong analytical skills and command of MS Excel
- enjoys client relations, building a deep understanding of their challenges and opportunities, preparing and presenting solutions (with our products and services)
- is fluent in English with great written and spoken skills, supplementary languages a plus
- Is organized, structured, and able to cope with diverse tasks that come along the way
- has an undergraduate or postgraduate degree (or is close to finishing); previous work experience is a must e.g. i) tech company or start/scale-up; ii) consulting, or iii) top tier company – CPG preferred

WHAT WE OFFER:

- Hands-on commercial business development experience in a fast-growing tech scale-up
- Further career opportunities when you deliver and grow within the role
- Great resources to learn by working closely & training with experts & entrepreneurs with decades of a track record in leading organizations
- Location flexibility (we are a distributed team) but must live in Europe.
- Attractive stock option package
- Full time role

KEY RESPONSIBILITIES:

- Lead a broad range of initiatives within the area of Commercial Business Development from (1) Market & Client analysis; (2) Prospecting clients; (3) Pitch / meeting preparation, and presentation; (4) client success management; (5) partnerships / client management
- Lead ad-hoc special projects on a as per need basis
- Be a valuable part of a high performing, forward-thinking commercial team

INTERESTED?

Send us a few lines about yourself and attach your CV in English. Put "Business Development Associate" and your name in the email subject line. Email at jobs@zenown.com