

You are an out-of-the-box-thinker & you enjoy new challenges?

zipstrr allows you to create an amazing video – composed of short video clips from your friends and yourself. We want like-minded, enthusiastic & highly motivated personalities with deep knowledge in the business development to join our team.

Business Development Manager m/f

Overall requirements

- Relevant work experience required >2 years
- You are currently studying or having obtained a BA or MA in either economics or similar
- You are very well structured & organised
- You have extraordinary communication, interpersonal and presentation skills
- Identify trendsetter ideas by researching industry and related events, publications, and announcements
- Locate or proposes potential business deals by contacting potential partners
- Screen potential business deals by analysing market strategies, deal requirements, potential, and financials; evaluating options; resolving internal priorities
- Develop negotiating strategies and positions by studying integration of new venture with company strategies and operations; examining risks and potentials; estimating partners' needs and goals
- Close new business deals by coordinating requirements; developing and negotiating contracts;
- Enhance organisation reputation by accepting ownership for accomplishing new and different requests
- You are fluent in oral/written English and German

We offer

- Exciting product
- International team of experts to inspire and support you
- A fast-paced environment with short feedback cycles
- Highly motivated international & fun team with clear vision – spearheading, innovation & strategic thinking
- We have a passion for digital media, new technologies and fast-paced environments
- We enjoy working as a team with high effectiveness & efficiency
- Joining the interesting startup life of Berlin
- We provide the best rooftop of Berlin to hang out during meetings or coffee breaks

Please send to applications@zipstrr.com your CV, diplomas, two reference/-s, three words which your friends or colleagues would use in order to describe you. Please do not send a cover letter. Potential candidates will be invited for a minimum of two interviews.