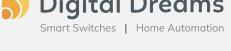
Digital Dreams Smart Switches | Home Automation

MANAGER - BUSINESS DEVELOPMENT

Sales & Marketing 📈





We're seeking a business development manager who is an integral part of our sales team and who can accelerate growth by maximizing revenue from all business channels of smart home products and solutions the internet of things so to say. Additionally, successful candidates in this position must be self-directed and take complete ownership of the sales experience to exceed individual sales goals and demonstrate operational excellence.

RESPONSIBILITIES ▷

- Providing the best consumer experience and a in depth demonstration of smart home products and technology by Digital Dreams.
- Develop business strategies to raise our customers' pool, expand store traffic and optimize profitability.
- Prepare regular reports on sales performance, financials, and operational metrics for senior management.
- Manage customer relationships to ensure customer satisfaction and repeat business.
- Be updated about the latest smart home products and technology trends.
- Driving strategy and revenue by building an opportunity pipeline
- Accurately developing, forecasting, and closing new business
- On boarding and developing new & existing partners directly

- Rewards program 🕏
- Paid time off
 - We offer paid time off in the form of vacation days, sick days, and/or personal days.
- Start-up culture 🏗
 - o Enjoy workplace environment that values creative problem solving.

KEY QUALIFICATIONS \Leftrightarrow

- Business Management or equivalent practical experience
- Excellent executive presence with strong written and verbal communication skills
- Experience in financial modeling and business planning
- Demonstrated ability to connect relationally with both technical and line of business executives.
- 2 years' work commitment

ADDITIONAL QUALIFICATIONS III

- Commercial awareness
- Avid user of technology in general PC/MAC, phone apps etc.
- Be well organized, detail & action oriented, & should have business management skills.
 - Work-life balance
 - o Enjoy flexible work schedules.
- Develop your technology skills 🖓
- Celebrate 🦠
 - Enjoy company success & various festivals together with the team.







