

MANAGER – BUSINESS DEVELOPMENT

Sales & Marketing 

Full-Time, *field*

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







KEY QUALIFICATIONS

- 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

- Commercial awareness
- Avid user of technology in general – PC/MAC, phone apps etc.
- Be well organized, detail & action oriented, & should have business management skills.

BENEFITS + PERKS

- 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 
 - Enjoy workplace environment that values creative problem solving.
- Work-life balance 
 - Enjoy flexible work schedules.
- Develop your technology skills 
- Celebrate 
 - Enjoy company success & various festivals together with the team.