

Business Development MANAGER

DISTRIBUTION STRONG personality wanted for business development

CAATS Service GmbH is a young company in the social and health care sector which has set itself the goal of implementing new solutions for all those involved in **the health, care and support process**. **New technologies** and new approaches in the operation and at the same time **more than 35 years of experience** distinguish the team and the products.

We are looking for a **personality** who would like to help develop a company, is active in sales, thinks like an entrepreneur, creates structures and would like to work at home and abroad. The independent acting and thinking with personal responsibility distinguishes you and is your desire.

You will have the unique opportunity to shape the future of the company through meaningful work in a "quasi startup" while sharing more than 35 years of knowledge with leaders in this industry.

Your responsibilities will include:

- **Develop the company** together with the founders
- Helping to shape **sales concepts** and structures from pricing to concrete **acquisition** and **presentation** of the software to agencies and organizations in the care and support sector
- **Acquire** and accompany **projects** from a sales perspective
- Helping to shape **product planning**
- To build up and shape **marketing** through the creation of presentation and information material as well as participation in trade fairs, pitches ...
- **accompany M & A processes** and helping to prepare investor rounds
- **Software development** – helping to shape the product
- Develop and support **strategic collaborations**

What you should bring with you:

- Enjoy working independently and on your own responsibility in the social and health care industry.
- Strong communication skills, sociability
- Enthusiasm
- Knowledge of the social and/or health care market is helpful but not a prerequisite
- Experience with sales activities

What we offer:

- Pleasant working atmosphere
- You will have the opportunity to develop in the CAATS company and obtain any position.
- **Company participation**
- Participation in the development and success of the company
- Flexible working hours
- Opportunity to take responsibility
- A very motivated team

Start: immediately – Full-time hours

The **salary** is in accordance with a young company in this position up from 3500 brutto and equipped with **very attractive bonuses** and **participation opportunity** within the company development of the next years.

We are looking forward to getting to know you!

Please send your application documents including a photo to personal@caats.io.