



## Junior Business Developer (F/M/X)

📍 Vienna

📅 2021/2022 📁 Fulltime

We are looking for a Graduate (f/m/x) or Student who is about to finish his business degree (f/m/x) and is looking for his/her first practical experience in Enterprise Software Sales. As part of the Demand Generation & Business Development Team, you will be responsible for turning leads into opportunities, closing deals, and winning customers. You will join an international Marketing & Sales team (AT, DE & US) and get the opportunity to learn how to sell advanced AI-based products to Enterprise Customers.

### Your Tasks

- Follow up and qualify Inbound leads and turn them into sales opportunities
- Create, manage and drive all inbound leads to Sales acceptance
- Collaborate with Marketing in executing digital demand generation campaigns
- Identify & research strategic key accounts

### Your Profile

- An ambitious, creative, goal-oriented, and customer-focused mindset Excellent listening, verbal, and written skills
- Ability to build meaningful business relationships with Partium customers, prospects, and internal colleagues
- A growth mindset, consistently working to improve your skills and adapt in a constantly changing environment
- Humble confidence and the ability to differentiate us to customers
- You are proficient in spoken and written German and English

### Our Offer

- The opportunity to work on exciting AI-related projects and products
- A career path to develop your skills and expertise
- An international team with a wide range of expertise
- Flexible working hours, home office and remote working
- The stability of a company with 20 years of experience
- Team activities, free snacks, and drinks

## About us

Partium offers an AI-driven mobile and stationary parts search & identification solutions within industrial and retail environments. The company was formed by three of the world's leading providers of image recognition and visual search technology: U.S. based Slyce, Spain-based Catchoom and Austria-based Humai.

## Salary

We offer market conform salaries considering your qualification and your work experience as well as the responsibilities associated to your role.

## How to apply

Please send your application to [jobs@partium.io](mailto:jobs@partium.io)

If you have any questions, feel free to contact our

**Recruiting Manager**

**Stephan Ganzinger**

+43 660 9127 849

