

BUSINESS DEVELOPMENT MANAGER (F/M/D)

Our Venture Team **Ceressy** is a neutral third-party matchmaking platform helping farmers find, compare & enquire for all relevant Ag-Tech products & services that can make their farming more efficient, sustainable, and profitable. We are a purpose-driven start-up with a mission to serve & empower everyone who is driving food security.

Based in Germany (Berlin and Mannheim), we work with ambitious founding team to build a scalable, high-growth digital ventures that will shape the future of food industry globally.

We are looking for a self-driven and ambitious business development manager, who will help us to build a strong user community for our platform. Thanks to the backing of one of the industry leaders' incubator, we've got the industry and startup networks, domain expertise and a solid support in company building to maximize our chance of success.

YOUR ROLE

- Lead business development activities and set up a successful way to partner with ag-tech companies as well as to find relevant new partner for further growth Take responsibility of customer relationship management for our ag-tech clients.
- Participate in the entire product development and sales process from searching out new potentials, closing deals, and onboarding. Thus, ensure the growth of product portfolio
- Create various sales pitch and work out decision templates
- Carry out market observations and analyses, prepare a wide variety of data and create evaluations and statistics
- Monitor competitor products, sales, and marketing activities and liaise with the team to steer the company's response to the market
- Build up customer base, communicate with customers as well as potentials for sales-conversations
- Design and implement strategies to reach sales targets
- Develop and implement necessary KPIs
- Draft detailed and accurate reports
- Represent Ceressy at different fairs, exhibitions, and conferences

Co-operate with other areas of the venture and bringing in your own ideas to bring the venture forward

YOUR OFFER

- An academic degree in business administration with a focus on sales and marketing, or a comparable degree (master's degree is a strong advantage)
- Proven experience in successful sales department preferably in e-commerce or similar set-up and an extensive know-how of the market tactics
- Knowledge and passion for the (digital) agriculture industry is a strong plus
- Market oriented approach, customer focused, willing to take ownership, possess integrity, work with high energy and pragmatic team player who wants to build something big
- A track record of exceptional customer service and interpersonal skills that inspires confidence and trust
- A mix of entrepreneurial spirit and agronomic acumen is an ideal combination

- A good sense of humor and a great team player
- Excellent written and oral communication in both German and English. Other European languages are a strong plus.

WE OFFER

- A competitive salary and the possibility to be part of the growing venture team Ceres and grow into a leadership position early on.
- Eligible for ESOP after successful incubation (depending on performance)
- A steady interaction and dialogue with experienced experts from two worlds – corporate BASF and our wide external network of entrepreneurs
- Use the mass of experiences of your colleagues and our Entrepreneurs in Residence to develop yourself and your venture further
- Flexible working time and mobile work (we have two offices: Berlin & Mannheim) as well as usual perks of a company in the startup environment.

THRILLED?

- Nothing is set in stone yet, so your input is highly welcome. Please contact Tobias Seeger with your relevant documents. We are looking forward to hearing from you!

ABOUT US

- Chemovator is the business incubator of BASF. We provide a protected space to build commercial ventures from unconventional ideas. Our Venture Teams take full ownership of their idea, creatively explore their business, learn fast and pivot beyond corporate boundaries.