



be ambitious be open-minded be innovative

bao, founded in Munich in 2017, has set itself the goal of supporting sales teams in having exclusively good conversations. That's why bao helps companies to systematically and measurably improve their sales conversations. The Conversation Intelligence software identifies success factors in the sales process using Artificial Intelligence and supports the implementation of best practices in real time. bao generates structured, analyzable insights from conversations and provides sales teams with real-time, data-driven guidance on the next best action to succeed in conversations and systematically drive deals forward.

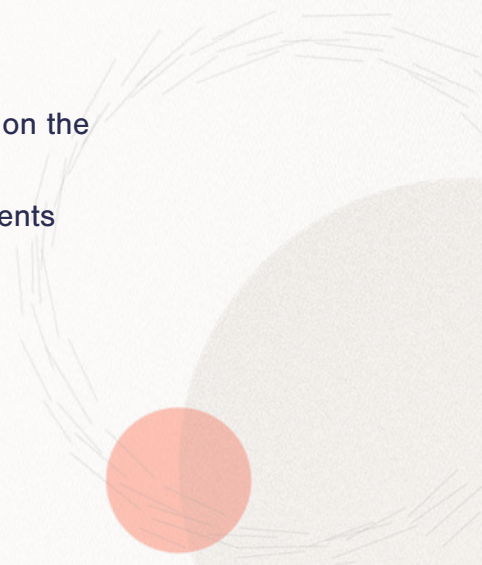
BUSINESS DEVELOPMENT REPRESENTATIVE (d/m/w)

YOUR RESPONSIBILITY

As a Business Development Representative, you are the first point of contact with new customers and the crucial link between our marketing and sales team. The successful start of our sales process is in your hands! You concentrate fully on activating new customer relationships, winning people over and getting them excited about bao. The cool thing about it: you sell a solution that you use yourself every day and naturally learn to love.

YOUR TASKS

- You establish the first contact with new customers and inspire them for bao
- You immerse yourself in the product with potential new customers and convince them to raise their own sales processes to a new level with bao
- You are responsible for qualifying new leads and building a pipeline
- You support the marketing team in generating new leads
- You lead the conversations with your leads using bao and manage your opportunities in Salesforce
- You provide the development team with qualified feedback on the usability of our software from a sales perspective
- You represent bao at trade fairs, conferences and other events



YOUR PROFILE

- You have at least 6 months of experience in business/sales development, ideally in B2B SaaS companies.
- You have a Master's degree or at least a Bachelor's degree, ideally in a technical or economic course of study or psychology
- You have a structured way of working and you are no stranger to thinking in processes
- You are goal and result oriented
- You have a distinctive ability to connect with people and inspire them in the shortest time possible
- You are curious and have an always-learning-mentality
- You speak fluent German and English

OUR OFFER

- Flexible working hours with attractive remuneration
- High degree of personal responsibility
- Start-up spirit: Open communication and flat hierarchies
- A highly motivated and dynamic team
- Flexible and healthy working environment
- Possibility to participate and be involved not only in our software but also in our company (VSOP)

Did we catch your attention?

We look forward to receiving your application including your CV.

Elisa Frey

Manager Talents

elisa.frey@bao-solutions.com

