



WE WANT YOU!

Business Development Manager

EMAIL YOUR RESUME TO [INFO@MRSHIM.DE](mailto:info@mrshim.de)

Employment type: Full time

About this position: MR Shim GmbH is a medical device manufacturing company with offices in Baden-Württemberg, Germany. We have received Europe-wide recognition and business awards for our company. Our product is a plug and play device for MRI machines which improves the image quality.

We are looking for a business development manager. This position is oriented towards managing our business strategy as well as the relationship with our clients and business partners. This includes value engineering of our product, generating and pursuing sales leads, as well as approaching our potential business partners and engaging in negotiation to form strategic partnerships . This position is ultimately a combination of excellent business strategy skills, great marketing skills, and impeccable communication skills.

Responsibilities:

- You work closely with our managing directors and will be involved in the review, development and execution of the business strategy and the business plan.
- You will be involved in the value engineering of the product.
- You present the product and emphasize the USPs to potential customers and partners.
- You support the management in the preparation of investor documents.
- You are the contact person for our customers, prospects and business partners through intensive consultation and answering of inquiries.
- You will be contacting current sales leads, establishing more leads and driving the sales process including negotiations, closing strategies and managing the quote process.
- You continuously identify other business areas relevant to our business model.

Qualifications:

As our ideal candidate, you:

- are educated in business administration or relevant field.
- have previous business development experience within the medical imaging field.
- are very well organized and reliable in what you do.
- work independently and proactively, are sociable, strong in communication and have excellent negotiations skills.
- are prepared to travel if required.
- have excellent written, verbal, and presentation skills.
- have strong analytical and business acumen.
- have technical aptitude and knowledge or ability to learn about the technology behind magnetic resonance imaging (MRI).
- have basic understanding of the startup environment and interest in technical innovation.

We offer:

- Competitive remuneration and attractive prospects
- The chance to work in an agile and exciting start-up environment

To apply, send your resume to info@mrshim.de