

terrapiasma GmbH was founded in 2011 as a spin-off from the internationally renowned Max-Planck Society and has since been offering **expertise within the field of cold atmospheric plasmas** in the areas such as medical technology, hygiene, water treatment, odour management, surface modification as well as manufacturing.

We are looking for

Business Development Manager

for the product development based on cold atmospheric plasma

in Business Campus Garching near Munich

What are we looking for?

As a Business Development Manager (all genders) at terrapiasma GmbH, you will make a significant contribution to the strategic development of our product developments and our business models. You are responsible for the expansion of our customer base as well as for the support of existing customer relationships.

This role is responsible for exploration of new markets and potential applications for the development of cold atmospheric plasma solutions or integrations of B2B customers. This position is responsible for prospecting, vetting, and qualifying new business opportunities, maximizing the value proposition, and coordinating the follow-through needed to close new business at targeted OEM's as well as furthering profitable growth with existing customers.

We look for a Business Development Manager who can closely work with our research and engineering teams to tailor our technologies to our customer needs and requirements. This position is accountable for delivering innovative, creative, fact-based solutions and thought leadership for existing customers, while also continually identifying new growth opportunities in the designated channel.

This role reports directly to the CEO and encompasses the market lead for the development of terrapiasma business. The role may also be required to manage some marketing responsibilities.

Your profile:

- **Education:** BA / MA Marketing, Business Management, or a comparable qualification.
- **Experience and know-how:** 3+ years of experience in "new technologies" industry within a technical and/or commercial role – preferably in business development and corresponding activities (e.g., development of value propositions, value-based selling and pricing, preparation of technical and commercial proposals, sales deal negotiation related to new products/offerings and new applications). Preferably a previous role in a management consultancy or the strategy department of a company.
- **Personality and working style:** Structured and independent way of working, strong analytical skills, entrepreneurial mindset, self-confident appearance, and strong and professional communication skills.



- **Motivation:** Passionate about the development of new technologies and ability to catch on and be comfortable to work with technical and scientific concepts. You have a hands-on mentality to work independently and proactively in a small team. You enjoy preparing presentations and pitches and have a creative mind to design schemes.
- **Programs:** Advanced Microsoft Office, Adobe Creator Cloud (Illustrator), video editing program (e.g., Final Cut, DaVinci Resolve, etc.), Wordpress, or similar.
- **A strong communicator in German and English:** Both, verbally to build strong relationships with customers, and in writing to accomplish follow-up and reports. Strong listening skills and adaptability to adjust style and message based on customer cues.

What will be your key responsibilities?

- You actively develop our business development with your know-how.
- Market and competition analysis as well as the resulting new markets/applications/products/opportunities and sustainable development of potentials
- Identify and react to trends and future developments.
- You support the further development of our business models.
- You create presentations for meetings, which make our development targets and services tangible.
- You prepare offers, calculations and participate in negotiations
- Develop strong relationships at all levels within our customers' organizations.

What can you expect from terrapiasma?

- An open-ended employment contract and fixed salary plus performance-related remuneration.
- Equal opportunities for all - and you can be exactly who you really are, realize your ideas and grow in the process.
- Not just good vibes, but best vibes - and real team spirit, far from any elbow mentality.
- Flat hierarchies.
- Further development & training - external further training as well as free specialist literature.
- Exciting, varied projects and challenges for well-known brands from a wide range of industries.
- Flexible working hours and opportunities for mobile working.
- Modern equipment, as required, and ergonomic workstations in our offices.
- Plenty of coffee, water, snacks, and vitamins.
- Various feel-good managers on four paws (🐾🐾🐾🐾).

Interested?

Please email your application papers including your earliest possible start date to info@terrapiasma.com.

We are looking forward to reading your application!

