



Business Development Manager at BeamNG GmbH

BeamNG GmbH is focused on creating a state-of-the-art, real-time, soft-body physics engine and making it widely available for entertainment and simulation purposes. Our most widely known product is our vehicle game BeamNG.drive, which is now available on Steam in Early Access.

We wish to recruit a Business Development Manager to support our development and research activities with external partners in areas related to the defence, automotive and special effects industries. The ideal candidate will have experience of business development against the backdrop of a fast-paced development environment where needs of external clients must be balanced against internal goals and milestones. A responsible and motivated self-starter, the candidate can be relied upon to work independently to maintain existing relationships as well as research potential new market and client opportunities.

Major Responsibilities:

- Maintain the relationship with existing clients and partners
- Identify and establish new partnerships and opportunities
- Work with academic partners
- Develop quotes and proposals for clients
- Actively research opportunities in new markets
- Work in cooperation with other managers to balance needs of external partners with requirements of internal development goals

Desired Skills/Background:

- Bachelor's degree in business, marketing or related field
- Experience in sales, marketing or related field
- Strong communication skills and IT fluency
- Well-developed ability to manage complex projects
- Ability to proactively perform with minimal guidance and handle uncertainty
- Fluent in German and English. Other languages a plus

What we offer:

- Small team, short communication paths
- Company matched retirement plan
- Fitness studio membership
- Relocation assistance
- Opportunity for career advancement as company grows

Salary is dependent on experience. This is a full-time position based in our office in Bremen, Germany. To apply for this position please email a motivation letter and your CV highlighting your previous work experience to jobs@beamng.gmbh

We are an equal opportunity employer and encourage applications from candidates of diverse backgrounds. Our multinational team is based both at our office in Bremen, Germany or works remotely from locations around the world. More information about BeamNG GmbH can be found at: <http://www.beamng.gmbh>