

OLKON looking for a **Business Development Associate** for its upcoming US subsidiary from 2024/Q2.
Let's **make impact the right way together!**

Responsibilities

- Client acquisition in the fields of mobility industry and/or medical devices and/or AI development. Selling consulting hours and projects especially regarding technical standards and compliance in the EU.
- Manage and maintain a robust pipeline of business opportunities, tracking progress and updating relevant stakeholders regularly.
- Maintaining contact and aligning with the European office of OLKON.
- Provide feedback from the market to the service lines and marketing.
- Supporting marketing and sales strategy and decision making regarding the US operations of OLKON.

Requirements

- At least a bachelor's degree in business, technical, or related field.
- Prior experience in business development, sales, or marketing within the automotive or medical device industry is highly desirable, but applications of highly motivated fresh graduates and career switchers are also welcomed.
- High motivation, interest in innovative technologies.
- Excellent communication, interpersonal and presentation skills, with the ability to articulate complex concepts clearly and persuasively.
- Good negotiation skills.
- Strategic mindset with a results-oriented approach and a demonstrated track record of achieving business objectives.
- Proficiency in Microsoft Office suite

Other

- Home office option with flexible working hours
- Gain insight into ever-growing, exciting, high-tech industries
- Professional development opportunities