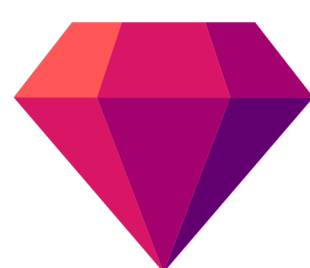


Role: Business Developer

Location: Göteborg, Sweden

Hey there!



Braviz AB is an early-stage tech startup aiming to revolutionize industries with an augmented intelligence platform. We empower industrial engineers with data-driven insights for optimized operations and better decision-making.

We're part of the innovative Chalmers Ventures family and are based at the vibrant Stena Center, a hub for deep-tech startups and creative collaborations.

We're on the hunt for a kickass Business Developer to join our team and help us take over the world (of analytics, at least)! Show your dedication and success in this role, and you might find yourself in a future co-founder position.



Your role:

- Identify, connect, and interact with potential clients
- Research potential customers and forge strong relationships with key stakeholders
- Understand client's needs and showcase our platform's benefits
- Raising funds for the company (investment and soft money)
- Network like a pro, attend industry events and drive revenue growth
- Shape business and product strategies as a part of the leadership team
- Embrace flexibility and various responsibilities of a fast-paced startup environment



Your launchpad:

- Master networker with excellent communication skills
- Keen understanding of B2B sales
- 0-5 years of experience in business development or sales
- Fluent in Swedish



Stand out with:

- Exceptional leadership, adaptability, and proactivity
- Creative thinking and ambition
- A genuine passion for technology
- Startup experience or industrial engineering knowledge



Our Offer:

- An initial consultancy role for a period of 3-6 months of our journey.
- After successfully demonstrating your skills and expertise during this time, you'll have the opportunity to transition into a key role and even secure a co-founder position in our growing company.



Join our close-knit team and significantly impact the company's direction. Work with cutting-edge technology and be part of a team making a real difference in the world. Ready to join us in revolutionizing the way industries use data? Email us now (ajay.aj22@gmail.com) and become a key player in our mission to simplify data and insights!

April 18, 2023

