

Business Development Manager DACH

Are you interested in disrupting the world of market data? Do you know what it takes to grow a scale up internationally? Are you passionate about developing business? Take a look at our job posting for a business development manager at a Dutch fintech company spreading it wings in the DACH region.

The position of the business development manager at BIQH

You will increase our sales in Germany. After BIQH welcomed her first customer in Frankfurt last year, it is the ideal moment to acquire new German names in our customer base. We already know the potential for our BIQH Market Data Platform is huge. You will be working closely with the Business Director and Product Marketer. Your tasks are diverse and include (but are not limited to):

- **Introduce our product to market (40% of your time)**

We need to make sure the German market is aware of BIQH and our added value. As a new kid on the block, you will utilize and grow your network to have introductions and demos. Naturally, you will visit relevant events and be visible, for example by presenting, joining panels, or participating in roundtable discussions. Next to this, in close cooperation with our product marketer, you will create continuous awareness for BIQH in our target market. This ranges from organizing local events to hosting online webinars.

- **Sell our product (50% of your time)**

Sales qualified leads are picked up by you and you are in the lead of opportunities, the sales strategy, and of course the associated sales cycle. It is your challenge to make sure BIQH is always invited to participate in RfIs and RfPs. You take the lead in responding to tenders, preparing presentations and workshops, and of course working on quotes. In the end, closing deals is what you love to do most.

- **Professionalize our company (10% of your time)**

As you are bringing experience to the team, you make sure our organization improves further. This also means that you are informing the business team about market trends and developments, competitors, and proposed innovations for the roadmap. As our first team member in Germany, you will pave the way for BIQH Germany and this demands entrepreneurship.

Career growth opportunities

As you will be working at a scale-up, our success is your success. We aim to be a non-hierarchical organization. However, career growth opportunities can arise, depending on the company's growth, within sales (managing a business development and account management team) or country management for Germany.

About BIQH

BIQH Financial Data Services provides market data platforms for international financial institutions. Ensuring our clients that their financial market data is used and managed efficiently by our state of the art consolidated API. We are a fintech scale-up, and we have the ambition to become a major international player. Our primary focus is conquering Western-Europe in which you will have a key role. Find more information at www.biqh.com.

Whom are we looking for as our new Business Development Manager?

We are searching for an entrepreneurial spirit. You have experience in the market data industry and wish to build a further career in here. The ideal candidate has the following experience, expertise, and personal characteristics:

- 5+ years of business development experience in the market data industry, preferably at a solution provider.

- Forward thinking and ambitious mindset, result-oriented.
- Flexible and accurate in switching between different tasks and projects.
- Entrepreneurial and curious with a pragmatic mindset.
- You feel comfortable by working individually.
- Excellent written and verbal communication skills in both English and German. With the ability to present to different audiences, both small and big ones.
- University or Bachelor's degree in finance or economics.
- Located near Frankfurt am Main, Germany.
- Experience with HubSpot is a plus.

What we offer to our new Business Development Manager

- An attractive compensation package, including participation in our Stock Appreciation Rights program when agreed on a permanent contract.
- A unique opportunity to be part of a rapidly growing and dynamic fintech company.
- Work from anywhere. However, we would love to see you at the office in The Netherlands from time to time as well.
- 'Workation' possibilities at our Motivation Center located in the most beautiful location in Italy, Monferrato in Piedmont.

We love to hear from you

Do you find yourself enthusiastic after reading this business development manager vacancy? If you are ready to apply or have any questions, please contact Bernard Schut via bernard.schut@biqh.com or +31-6 539 90 100.