



Our mission at ubicube geospatial solutions is to give Big Geodata a meaning and provide data-based, comprehensible, and easy-to-use spatial insights. We are developing various kinds of innovative Earth Observation and GIS services that make our B2B customers' lives easier. In order to strengthen our team, we are currently looking for a skilled and highly motivated

Business Development Manager (m/f/x)

Responsibilities

- Develop a growth strategy focused both on financial gain and customer satisfaction.
- Conduct research to identify new use cases, customer needs, and additional product-market fits.
- Manage and retain relationships with existing customers and expand the customer base.
- Optimize the business model and pricing strategy.
- Support in the management of an R&D project.

Job requirements

- A University degree in business administration, entrepreneurship, innovation, or a related field.
- Entrepreneurial mindset and ability to cope with initial insecurities of a start-up.
- Technology affinity and a passion for innovation.
- Project management experience.
- Experience in R&D funding (asset).
- Excellent professional communication skills in German (asset) and English.
- Experience in the geospatial analytics domain (asset).
- Strong interest in satellite-based Earth Observation, Geographic Information Systems (GIS), and Machine Learning (asset).

What we offer

- A one-year contract with a monthly gross salary of 2.950 € (full-time, paid 14 times). Possibility to extend the contract and become an equity partner after the initial period of one year (upon positive professional evaluation).
- Flexible working hours and location (remote and/or co-working space in the Greater Vienna area).
- Possibility to be an essential part of a promising early-stage high-tech startup in a fast-growing market.
- Opportunities for personal and professional development.

Sounds interesting?

Then send us your application including a cover letter and your CV to office@ubicube.eu.