

Business Development Associate



BUSINESS DEVELOPMENT ASSOCIATE AT ZENOWN AI SCALE-UP

We are looking for an exceptional candidate to acquire new partnerships for our AI solutions and deliver an outstanding value for existing customers.

WHO ARE WE?

ZenOwn is innovative AI Technology company that empowers world's leading consumer goods brands to attract, engage and retain their consumers in the retail. ZenShelf AI solutions enables automatic planning and monitoring of the instore execution to attract & acquire consumers.

LoopbyZenOwn AI solutions enable brands to register, engage, retain & understand their consumers. Awarded by Plug & Play, WebSummit and others for its innovativeness. Powered by a high performing diverse team powering 5 of Top 100 consumer brands across 5 continents.

WE ARE LOOKING FOR A TOP PERFORMER WHO:

- has genuine interest in Tech and is with excited by ZenOwn's technology & our solutions
- enjoys a dynamic, everything-is-possible atmosphere of a scale-up, is a self-starter and can work autonomously
- has strong analytical skills and command of MS Excel
- presentation skills and both bottom-up and top-down view capabilities
- Is fluent in English with great written and spoken skills
- Is organized, structured, and able to cope with diverse tasks that come along the way
- undergraduate or postgraduate or close to finishing; previous experience is a must

WHAT WE OFFER:

- Full time role
- Hands-on business development experience in a fast-growing tech scale-up
- Further career opportunities within ZenOwn if you deliver and grow within the role
- Great resources to learn by working closely & training with experts & entrepreneurs with decades of a track record in leading organizations
- Location flexibility
- Attractive stock option package

KEY RESPONSIBILITIES:

- Lead broad range initiatives within the area of Business Development from (1) Market analysis (2) Prospecting clients (3) Client meeting preparation (4) Insights & next steps driving and crucial (5) product success management and with time (6) partnerships management
- Special Projects lead ad-hoc projects within ZenOwn as per need basis
- Be a valuable part of a high performing, forward-thinking partnerships team

INTERESTED?

Send us a few lines about yourself and attach your CV in English. Put "Business Development Associate" and your name in the email subject line.

Email at jobs@zenown.com

**Please note not to bother to look at our website. Some of our AI solutions are in stealth; thus will not be found on the website.*