

IrrevoChrom – Junior Business Development (m/w/d) – part time
(negotiable hours)

IrrevoChrom is a spin-off project of the Bonifazi Group at the University of Vienna, Institute for Organic Chemistry. IrrevoChrom develops the next generation of sustainable electrochromic materials, for application in smart labels technology.

As a Junior Business Developer, you will be part of our growing team and directly support the establishment of our business. You are responsible for researching, contacting and advising new potential customers in German-speaking countries. In addition, you inform the market about the advantages of our technology. This role is an ideal start or springboard for your career path in B2B sales, experiencing the environment of a deep-tech spin-off.

Your tasks:

- You research and analyse the market and potential customers and contact them (via email, cold calling, social reach out and more);
- You organize, moderate and lead online meetings;
- You will become an expert in our technology and present the added value to potential customers
- You support other marketing and lead generation activities

What we are looking for:

- You are in the final stages of your master's degree at a university or technical college, or have already completed it;
- First experiences in business development, sales, marketing or account management are a plus;
- You bring a passion for finding the right solution for potential customers and curiosity about their market and their goals;
- You have excellent communication and interpersonal skills and you are comfortable presenting in front of an audience;
- You are a goal oriented and energetic personality who embraces change and critical thinking;
- You have excellent German and English skills (C1/C2 or mother tongue);
- Excellent handling of Office applications (Excel, Word, PowerPoint) and the Google Suite (Sheets, Docs, Slides).

Details & benefits:

- Your possible start: September 2023;
- The number of hours for the part-time position is negotiable;
- The salary for this position will be calculated based on national contract framework (IT KV, AT entry level) and on your qualifications, skills and relevant professional experience;
- We offer a high degree of flexibility & autonomy, including flexible working hours;
- For application, please send your CV and cover letter to the email address: jobs.orgchem@univie.ac.at