

Head of Business Development (m/f)

About Swarm64

We are an international company located in Berlin that integrates many cultures into one high-performing team. Our full-stack software and hardware database acceleration solution plugs into standard interfaces of popular relational databases (PostgreSQL, MySQL, MariaDB, Oracle). We want to make a difference and highly value creativity and reliability. Swarm64 is organised around teams, working agile and cross-functionally. We put people first, continuously grow our professional and personal skills and enjoy time together.

About Your Role

You will develop and execute Swarm64's go-to-market, customer acquisition and communication campaigns, securing our ongoing success. The Head of Business Development will have the experience, expertise and confidence to engage successfully with customers, influencers and communities. Further, you will interact with, learn from and educate the Product Management team. Depending on your experience and interests, you might take on immediately or develop over time into an advanced leadership role.

Responsibilities

- Draw up, jointly with Product Management, a product roadmap for Swarm64DB that excites customers, secures a unique value proposition and drives sales growth
- Build close relationships with key customers, influencers and communities
- Improve and maintain our market communication channels and content
- Take on increasing challenges over time and make use of opportunities to grow your skills and your personality

Requirements

- Proven track record in business development or marketing roles in enterprise software or IT solutions
- Several years of experience related to database software in development or sales or marketing roles
- Outstanding communicate abilities in writing and verbally
- Proficient in use of social and other media for market communication

Personal Attributes

- We value people with the initiative and the can-do spirit to tackle and solve any problem hands-on and the character to stay the course under pressure
- A team player with a “talk first” mentality and strong ability of working closely with other people, sharing responsibilities, work, success and failure inside the team
- Open, trustful communicator ready to share, help, praise, criticize, listen, advise
- Result orientation with a friendly, positive and confident style