

## **Dive CAE - Business Development**



We empower engineers with particle-based simulation software that takes care of everything. No installation, no hardware - just engineering. Engineers should focus on delivering great products. Our mission is to get rid of all distractions and limitations within the development process. We are committed to providing the leading cloud and browser-based engineering environment that enables product design teams to set up, compute, analyze, and share design studies hassle-free. Our Smoothed Particle Hydrodynamics software solution accurately predicts free surface flows, multiphase flows, and moving machinery. All you need is a browser.

### **Business Development Engineer (m/f/d)**

City: Berlin; Starting Date: At the earliest possible; Remuneration: 50.000 €

#### **Working field**

Are you a recent engineering graduate or just starting your career and eager to dive into the world of business development? At Dive, we're seeking charismatic storytellers with a strong mechanical engineering background to join our team as BDE. As a BDE, you'll have the responsibilities of a business development representative, engaging with clients, and driving growth. We understand that while you may lack sales experience, your curiosity, resilience, and ambition are what we value most. If you're ready to take on responsibility, embrace challenges with charm, and bring your engineering expertise to the forefront of business development, we want to hear from you! Join us at Dive and be part of a dynamic team where your potential knows no bounds.

#### **Your Responsibilities**

- You forge trusting relationships with clients across diverse engineering sectors.
- You harness various acquisition channels like LinkedIn, cold calling, emails and industry events to generate valuable leads and propelling growth.
- You engage in structured discussions with CAE engineers, showcasing passion, curiosity, and technological understanding.
- You guide clients through the journey from initial contact to discovery meetings, facilitating seamless transitions to our account executives.
- You contribute with ideas to shape effective marketing campaigns and streamline revenue operations' processes.
- You provide market insights to inform product management decisions, fostering market responsiveness.

#### **Requirements**

- Bachelor's or Master's degree in Mechanical Engineering, Process Engineering, or a related field
- Captivating storytelling ability to engage customers, challenge their perspectives, and

handle objections with charme

- Proficiency in German and English language
- A calm personality, disciplined work ethic, competitive and results-oriented mindset
- Strong communication and interpersonal skills
- Ability to adapt to dynamic environments and a commitment to continuous self-improvement
- Capacity to handle rejection, actively listen to customer needs, and make trustworthy first impressions

Even if you don't meet all the criteria 100%, but believe there's a potential fit, we encourage you to apply. We value diverse perspectives and are open to discovering how your unique skills and experiences could contribute to our team.

### **What We Offer**

- We provide space for your personal growth and the opportunity to actively shape our company's development.
- Our approach involves meeting each other with mutual respect and embracing flat hierarchies.
- We are supported by VC investors who, like us, see a significant market opportunity—evidenced by our recent funding round.
- At Dive, transparency is key: From communication among colleagues to career models and compensation structures
- Unlimited employment contract
- Flexible working hours and remote working days
- Work at our office near Alexanderplatz in Berlin Mitte with a 360 ° panorama view from the 19th floor.
- Be part of an extremely motivated team and participate in regular team events (Offsites, celebrations etc.).
- Enjoy diverse benefits such as virtual shares, mobility and fitness budget, free drinks & food, etc.
- You receive a signing bonus when transitioning from another employment to join our team.

### **Application**

We welcome and encourage applications from individuals of all backgrounds, ages, and cultural diversity. If you're excited about the opportunity to become an essential part of our team, please send your resume via email to **talent@divecae.com**. An additional cover letter is not required. We aim to complete the entire process within 2 weeks.

If you have any questions, feel free to contact Ssepiedeh; she can be reached best at **talent@divecae.com**.

Weitere Informationen unter <https://stellenticket.de/189505/>  
Angebot sichtbar bis 03.01.2025

