

## Co-Founder / Business Development

We are looking for a motivated and highly self-driven expert to join our team!

### **Your role:**

- You are an essential part of the founding team of FreshBean and together with your co-founder responsible for the overall success of the company.
- Together with your cofounder you will create a compelling vision for FreshBean, set goals and derive actions to reach important milestones.
- You are responsible for creating a strong positioning of FreshBean in the competitive landscape.
- You will represent FreshBean in order to raise awareness and fill the initial customer pipeline.
- You are setting up a business development plan and deriving marketing strategies.
- You form strategic alliances in order to grow the company on the offering or customer side.
- You are responsible for all marketing and customer acquisition related topics and will grow an internal sales team.
- You are responsible for all finance related topics and creating future business case scenarios.
- You will develop and execute the funding and fundraising strategy of FreshBean as an early stage StartUp.

### **Your offer:**

- You drink coffee.
- You have at least a bachelor's degree in a business-related field.
- You are experienced in commercializing digital products in the B2B and B2C context.
- You are an independent player.
- You have experience in motivating and leading teams.

- Your communication skills are excellent in English (German is a big Plus) and you feel comfortable with handling customers.

**We offer:**

- The opportunity to form a new startup and have an agile working environment.
- An attractive compensation package with a share in the company's success.
- To work in a remote setup or in person in Berlin.
- Flexible working time and mobile work as well as usual perks of a company in the start-up environment.

Sounds exciting? Send us your CV on [contact@freshbean.io](mailto:contact@freshbean.io)!