Sales & Business Development Representative

Portfolio & Project Development for the German-Speaking Market (DACH)

(Part-time 50% , Fixed-term, 01.12.2026 – 31.10.2027 | Offenburg | Remote / Hybrid / Onsite | IICT GmbH)

About Us

At **IICT GmbH**, we build hands-on training labs and experimentation platforms in **IoT, 5G/6G, and Embedded AI**, giving SMEs and academic institutions access to next-generation connectivity technologies & testing environments. Join our dynamic team and help shape the future of connected technologies.

More details:
www.ii-ct.com
www.iict-training.com

Role & Responsibilities

As a **Sales & Business Development Representative**, you will support IICT GmbH's growth activities across research and industry projects — working closely with the **founders** to develop the sales process and evaluate product feasibility across industrial customers in the **German-speaking market (DACH)**. You will be a **commercial driver** for IICT GmbH's next stage of growth. Your tasks include:

Market Research & Analysis

- Identify **market trends, competitors, and business opportunities** for IICT GmbH's products and services.

Customer Engagement & Sales Support

- Prepare **presentations, demos, and proposals** for partners and clients.
- Develop and manage **sales campaigns** — from target audience selection and outreach through to pipeline monitoring and KPI tracking.
- Take ownership of **initial client conversations** and present our solutions in demo calls alongside the co-founders.

Business Development

- Identify **new leads, partnership opportunities, and funding options**.
- Conduct **stakeholder interviews** to refine business cases and sharpen product positioning.
- Collaborate with the technical team on **product briefings and solution packages**.
- Drive business development toward **German industries and universities**, identifying partners for **Technical Centres of Excellence (CoEs), labs, and certification programs**.

Project Support & Communication

- Contribute to **documentation, reporting, and communication** across ongoing research, industry, and marketing projects.
- Represent **IICT GmbH at trade fairs and events** across the DACH region, the EU, and internationally.

Qualifications & Requirements

- Ongoing or completed **Bachelor's or Master's degree in Business Administration, Economics, Management**, or a related field (**MBA with technical background is a plus**).
- Interest in **Deep-Tech, IoT, 5G, AI, and EdTech** markets.
- Initial experience in **sales, consulting, or business development** is an advantage.
- Strong **analytical skills** and excellent **communication abilities**.
- Familiarity with **MS Office / Google Workspace, CRM tools, or LinkedIn Marketing** is a plus.
- **Self-directed and proactive**, motivated to learn and contribute in a dynamic, international deep-tech startup.
- Comfortable with **fast decisions, shifting priorities**, and a high degree of ownership.
- **Fluent German** (native or C1+) and good **English** skills.
- Valid work permit to take up employment in Germany.

What We Offer

- A **part-time (50%)** position, **fixed-term from 01.12.2026 to 31.10.2027**, with **commission options** based on sales target achievement.
- Hands-on **insight into practical business development** in high-tech markets.
- The opportunity to attend numerous **technology trade fairs and events**, in Germany and internationally.
- The chance to work **side by side with engineers, researchers, and entrepreneurs**.
- Practical, **hands-on involvement in sales processes and partner development**.
- **Flexible working arrangement (Remote / Hybrid / Onsite)**, attached to our **Offenburg office**.

To apply, please send your CV and a short motivation letter to jobs@ii-ct.com
We are already looking forward to your application!