

Junior Business Developer

Cryptomathic is looking for an ambitious Junior business developer who will be directly involved with growing our customer and partner base around the world, in close cooperation with our sales team and product management team.

Cryptomathic is a global provider of secure server solutions to businesses across a wide range of industry sectors. The company is changing and has ambitions for increased growth in the future, and you will be an important driving force in the work to strengthen and streamline the business development activities.

We offer

- You get an exciting role where you both bring your own knowledge into play and at the same time you can develop and spar with talented colleagues.
- Professional development and great influence in your own area and how we will drive business development going forward
- You will be part of a dynamic team consisting of sales, sales support and product management.
- You will be part of a good collegial environment with many social events, good humor and respect for each other. The workplace is right in the heart of Aarhus in beautiful, newly renovated premises.
- Flexibility with the option to work from home when you think it best suits the performance of your tasks.
- A healthy work-life balance, where there is room for professional challenges and a life outside work.

Work Assignments

Your work assignments will largely fall within the following areas:

- Actively look for new clients with the Ideal Customer Profile to engage and convert them into a business opportunity.
- Conduct market research to identify potential clients, industry trends, and analyze the competitive landscape.
- Collaborate with the sales team to develop strategies for client engagement and conversion.

- Utilize Customer Relationship Management (CRM) tools to organize and track leads, contacts, and opportunities.
- Work closely with other departments such as marketing and product development to ensure alignment in business strategies.

Your qualifications

You have a bachelors or masters degree in business, marketing, communication or a related field.

Ideally you have a healthy tech interest and can master both the technical and commercial competencies required for our product offering. Experience is a plus but not a requirement.

We expect you to have:

- Strong interpersonal skills to build and maintain relationships with relevant stakeholders.
- Analytical skills related to market trends and customer behavior.
- Proficient in English (Spoken, Written)
- Other languages are a plus

Your personal skills

You work in a structured and quality-conscious manner, are curious by nature and like to ask questions that challenge current practices and conventions. You are good at communicating, work independently and take responsibility for finalizing tasks. At the same time, you are helpful and ready to lend a hand if there are other places that need assistance.

About Cryptomathic

Cryptomathic stands as a beacon in the world of secure server solutions. With a legacy built on innovation and trust, we've emerged as a global leader, setting benchmarks in digital security. Our reach extends across continents, reinforcing our commitment to delivering top-notch solutions that make digital interactions safer and more efficient. Our team, a fantastic blend of highly qualified experts and dynamic innovators, is the driving force behind our success. At Cryptomathic, we're not just shaping the present; we're envisioning a secure digital future, and we invite you to be a part of this journey.

Cryptomathic is located on Åboulevarden in Aarhus C. and employs approx. 100 employees globally. In addition, Cryptomathic has sales offices in Germany, England and the USA

For more information about Cryptomathic, visit www.cryptomathic.com

Interested?

Send your application and resume to cryptomathic-job@cryptomathic.com. We look forward to hearing from you and will conduct interviews on an ongoing basis.