

Business Development Manager- German Speaker

[Apply Now](#)

Company: Riskified

Location: Tel Aviv-Yafo

Category: other-general

About the Role

Riskified is growing our Business Development team focused on the European market.

This is a great opportunity to join an established, well-funded FinTech Company experiencing high growth. We are looking for a Business Development Manager to join our team, with a focus on Germany and the broader DACH market. This is not your typical Business Development opportunity. At Riskified, you'll generate and nurture leads with enterprise and Fortune 500 companies through creative and strategic research and networking.

Successful candidates can identify a target's needs and decision-makers and tailor their outreach accordingly. More than anything, we are seeking bright, driven people to join us, help drive revenue, and directly impact Riskified's growth. If you're the type of person who likes to figure out where problems exist, solve them, and take on unique challenges, we'd love to learn more about you!

What You'll Be Doing

Continue developing a strong presence in the German and Dach markets through the following initiatives

Generate quality sales opportunities through proactive, strategic prospecting and networking

Manage all sales opportunities - create and execute a multi-faceted prospecting plan through research, outreach (calling and email), leveraging personal networks, and following up on marketing-generated leads.

Research industries and individual companies to find the best targets and establish, develop, and nurture relationships with representatives at target companies through a variety of mediums

Apply proven sales approaches and techniques developed internally at Riskified

Identify prospects' key questions and pain points

Collaborate closely with our marketing team to create high-quality demand-generation

Represent Riskified at industry events in Germany and across the DACH Market

Host online events, webinars, and physical networking events in various locations across Germany

Identify partnership opportunities for Riskified in Germany and constantly highlight new necessities in the region to improve the Company's presence in the DACH Market

Work as part of a team with Account Executives and other company resources to win new business for Riskified

Qualifications

2-5 professional B2B tech sales/ BD experience/partnerships/management/ consultancy experience - an advantage

Native-level German speaker and fluent English speaker - a must

Experience in payments and/or eCommerce - an advantage

Strong verbal and written communication skills

Good analytical & research skills and ability to use both in an effective and relevant way in a sales process

Strong interpersonal skills, approachable, and able to build relationships with prospects

Must be able to interact and communicate with individuals at all levels of the organization

Ability to work in a fast-paced sales environment with minimum supervision

Technical experience - an advantage

Additional languages - an advantage

Life at Riskified

We are a fast-growing and dynamic tech company with 750+ team members globally. We value collaboration and innovative thinking. We're looking for bright, driven, and passionate people to grow with us.

Our Tel-Aviv team is currently working in a hybrid of remote and in-office work. We have recently moved to our new space in Tel Aviv - check it out !

Some of our Tel Aviv Benefits & Perks:

Equity for all employees, Keren Hishtalmut, pension

Private medical insurance, extra time off for parents and caregivers

Commuter and parking benefits

Team events, fully-stocked kitchen, lunch stipend, happy hours, yoga, pilates, functional training, basketball, soccer

Wide-ranging opportunities to volunteer and make an impact

Commitment to your professional development with global onboarding, skills-based courses, full access to Udemy, lunch & learns

Awesome Riskified gifts and swag!

[Apply Now](#)

Cross References and Citations:

- 1. Business Development Manager- German Speaker Tunisiajobs Jobs Tel Aviv-Yafo Tunisiajobs ↗**
- 2. Business Development Manager- German Speaker Courtjobs Jobs Tel Aviv-Yafo Courtjobs ↗**
- 3. Business Development Manager- German Speaker GuatemalajobsJobs Tel Aviv-YafoGuatemalajobs↗**

4. **Business Development Manager- German Speaker Searchukjobs Jobs Tel Aviv-Yafo Searchukjobs ↗**
5. **Business Development Manager- German Speaker AccountingjobsnearmeJobs Tel Aviv-Yafo Accountingjobsnearme↗**
6. **Business Development Manager- German Speaker Ukjobscentral Jobs Tel Aviv-YafoUkjobscentral ↗**
7. **Business Development Manager- German Speaker Findpythonjobs Jobs Tel Aviv-YafoFindpythonjobs ↗**
8. **Business Development Manager- German Speaker MaintenancejobsJobs Tel Aviv-YafoMaintenancejobs↗**
9. **Business Development Manager- German Speaker Christmasjobs Jobs Tel Aviv-YafoChristmasjobs ↗**
10. **Business Development Manager- German SpeakeNorwayjobs Jobs Tel Aviv-Yafo Norwayjobs ↗**
11. **Business Development Manager- German SpeakeSciencejobsnearme Jobs Tel Aviv-Yafo Sciencejobsnearme ↗**
12. **Business Development Manager- German SpeakeIstanbuljobs Jobs Tel Aviv-Yafo Istanbuljobs ↗**
13. **Business Development Manager- German SpeakePinkcollarjobs Jobs Tel Aviv-YafoPinkcollarjobs ↗**
14. **Business Development Manager- German SpeakeIndiajobscentral Jobs Tel Aviv-YafoIndiajobscentral ↗**
15. **Business Development Manager- German SpeakeVietnamjobs Jobs Tel Aviv-Yafo Vietnamjobs ↗**
16. **Business Development Manager- German SpeakeUsajobsfinder Jobs Tel Aviv-YafoUsajobsfinder ↗**
17. **Business Development Manager- German SpeakeScholarjobs Jobs Tel Aviv-Yafo Scholarjobs ↗**
18. **Business Development Manager- German SpeakeFlightattendantjobsJobs Tel Aviv-Yafo Flightattendantjobs↗**
19. **Business development manager- german speaker Jobs Tel aviv-yafo ↗**
20. **AMP Version of Business development manager- german speaker ↗**
21. **Business development manager- german speaker Tel aviv-yafo Jobs ↗**

- 22. **Business development manager- german speaker Jobs Tel aviv-yafo** ↗
- 23. **Business development manager- german speaker Job Search** ↗
- 24. **Business development manager- german speaker Search** ↗
- 25. **Business development manager- german speaker Find Jobs** ↗

Source: <https://il.expertini.com/jobs/job/business-development-manager-german-speaker-tel-aviv-yafo-riskified-322e3fdbd9/>

Generated on: 2024-05-03 by Expertini.Com