



**Business Development Manager (full-time, German)  
@Declaree Rotterdam HQ**

## HELP OUR CLIENTS TO SUCCEED!

By digitising travel expenses, Declaree already makes the life of more than 180.000 business travellers a lot easier. Now its time to conquer new markets!

To help with further expanding our foothold in Germany we are looking for a full-time Business Development hero to join our German team in Rotterdam.

### You should

- have strong verbal and written communication skills (native German is a must)
- have strong organisational skills and be able to juggle multiple hats at the same time
- have excellent problem-solving skills and a service-oriented mindset
- have a healthy obsession with details
- be able to prioritise tasks and work independently

### Whats a plus?

- experience in customer related fields like sales, support or consulting
- experience in B2B sales
- experience with Pipedrive, Salesforce or similar software

### Your tasks

You would directly be involved in operations concerned with the German market. This includes:

- approaching potential clients and showcase how Declaree can streamline their processes (no cold calling)
- consulting clients according to their individual business needs
- creating long-term relationships with your clients
- forming and managing new business partnerships/integrations with software partners
- working together with our development team to create new features according to client feedback

### What we offer

- responsibility and enough space to make your own decisions
- the chance to be part of the development of an important market
- a flexible and international work environment
- the opportunity to be part of a fast growing company that works with well-known clients
- an open office culture with full transparency
- an innovative and inspiring workplace that is home to many of Rotterdam's startups
- monthly team activities and free lunch every day

**APPLY NOW and send your CV to [jannik@declaree.com](mailto:jannik@declaree.com)**

(If you think that your CV does not tell the whole story, feel free to explain us more in a separate motivation letter)