

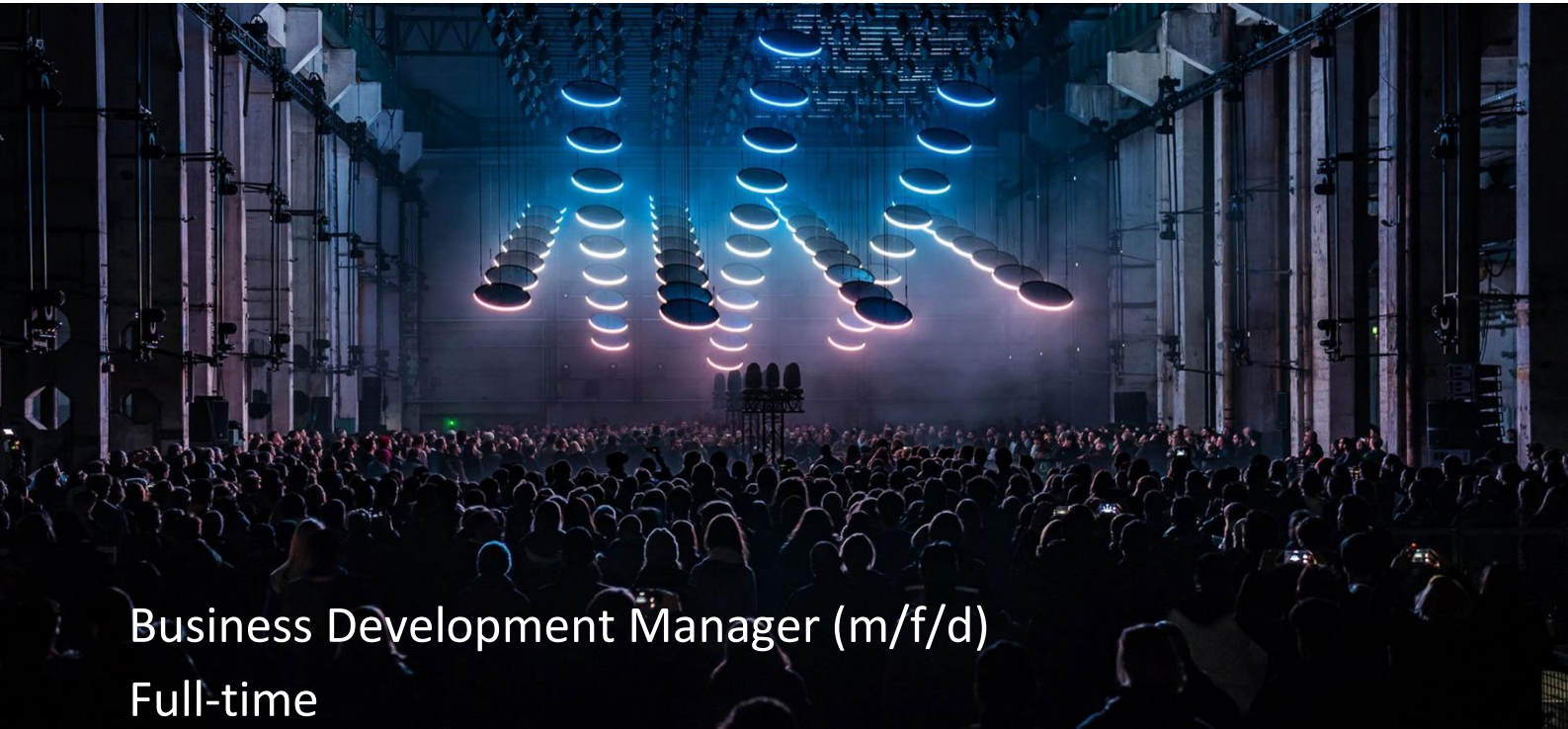


KINETIC LIGHTS is the leading specialist in kinetic lighting.

For more than 15 years KINETIC LIGHTS engineers and produces a wide range of steel wire and powered cable DMX WINCHES for various art, interior, stage, show and event lifting and lighting applications.

The main use of our high precision hoists is the synchronized spatial animation of large arrays of tethered LED LIGHTING ELEMENTS.

Our KINETIC LIGHTS products have received international recognition and awards including Cannes Lions, iF Design Awards, Red Dot Award.



## Business Development Manager (m/f/d) Full-time

- YOUR TASKS:**
- \* Request-handling of worldwide Kinetic Lights customer inquiries (by mail and phone)
  - \* Contribution to international market access and dealer network strategies for Kinetic Lights partners and resellers, especially in the US, Middle East and Asian markets
  - \* Systematic support, development and retainment of strategic customer relationships within the responsible market and customer segments
  - \* Strategic reorientation towards new market fields for kinetic installations (events, architecture, TV, etc.)
  - \* Active cultivation of CRM-system for coordination and processing of contacts and Leads
  - \* Coordination of technical feasibility of large-scale light- and kinetic installations with the creative and technical departments
  - \* Software-based planning and coordination of product inventories with warehouses, production and purchasing departments
  - \* Enquiries for preparation of contracts, e.g. project agreements

- \* Calculation of project costs and service provisions, as well as budgetary control

## **YOU BRING:**

- \* Professional experience in sales and support of major clients, alternatively business development
- \* Good understanding of complex technical products and large-scale installations
- \* Experience in fixed installations and/or event management (concerts, live shows, trade shows, corporate events, architecture, etc.)
- \* Experience in international (non-EU) trade law and export
- \* A strong network in the event technology & agency environment is desirable
- \* Team spirit as well as excellent communication skills and sales talent
- \* Good German and English language skills both written and spoken
- \* Additional language skills desirable
- \* High degree of initiative, strategic thinking & structured work
- \* Hands-on mentality, willingness to travel, resilience

## **WE OFFER:**

- \* Exceptional, challenging and unique international projects
- \* Participation in the establishment of a new location for art, technology and events (DARK MATTER)
- \* A highly motivated, international team and a friendly, open-minded working environment - we stand for openness and diversity!
- \* Working independently, flat hierarchies and the opportunity to contribute your own ideas
- \* Wildcard option to participate in projects worldwide
- \* Free German lessons at a centrally-located partner school
- \* Substantial discount on Urban Sports Club memberships
- \* Team events, such as joint BBQs and summer parties
- \* Modern studio right on the Spree in East Berlin, with great leisure activities nearby

## **HOW TO APPLY:**

Please send us your digital application including CV, salary expectations and preferred start date by email to [jobs@kinetic-lights.com](mailto:jobs@kinetic-lights.com)

## **CONTACT:**

You can find more job postings and information about our services and products here:

[www.whitevoid.com](http://www.whitevoid.com)

[www.kinetic-lights.com](http://www.kinetic-lights.com)

[www.darkmatter.berlin](http://www.darkmatter.berlin)