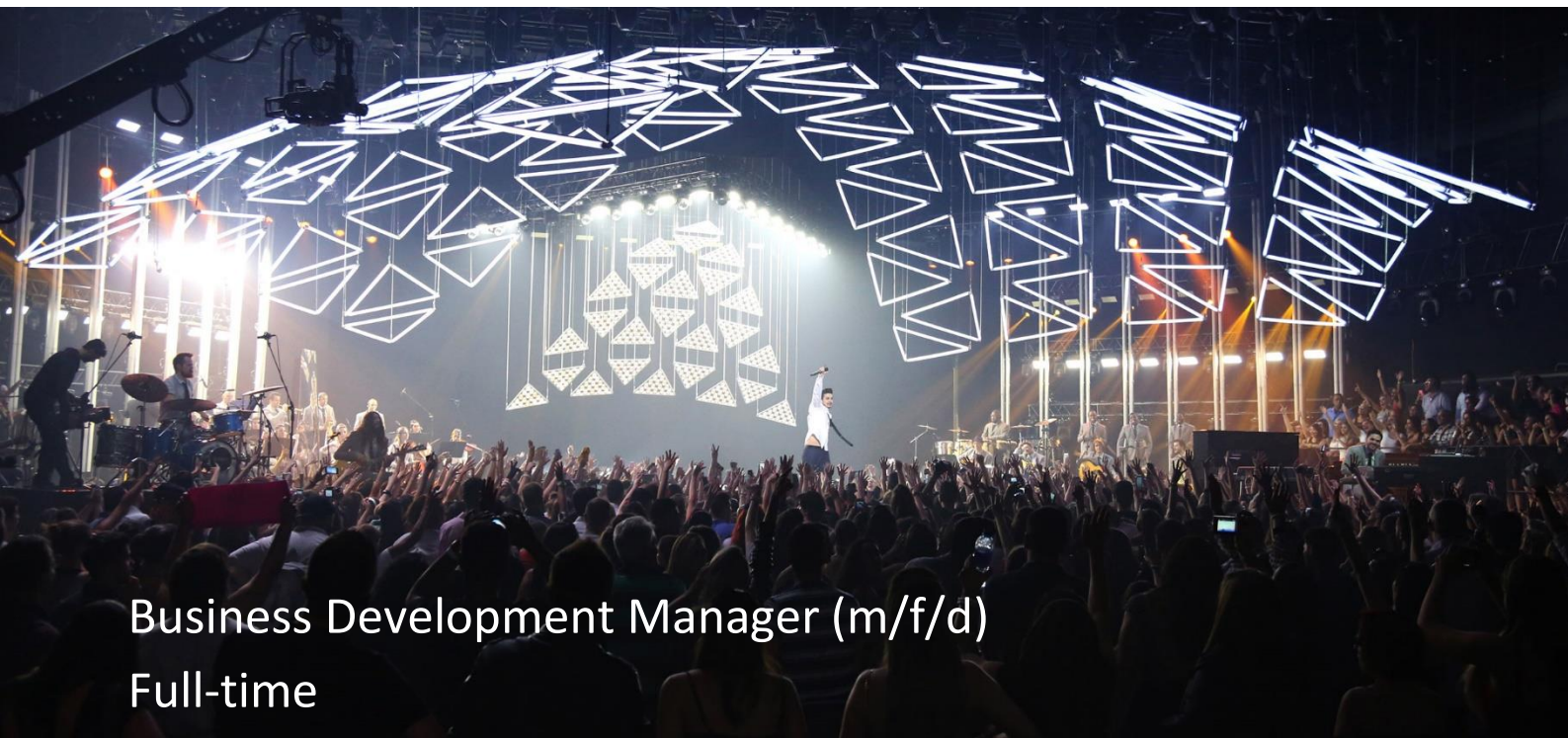




WHITEvoid is an art and design studio. From our base in Berlin, we develop and exhibit cutting-edge large-scale 3D light installations. From architecture and interiors to interactive exhibits and custom-made applications and hardware, our architectonic designs realise complex, unique ideas, and adorn clubs, galleries, shops, live shows, and other diverse spaces around the world.

Our team consists of specialists in art, architecture, and product design, as well as mechanical-, electronic- and software engineering. We are strongly driven by technology, innovation, and experimentation. We dare to think big and push the boundaries of complexity and beauty in each project.

Our house brand KINETIC LIGHTS is the world's leading specialist in kinetic lighting. For more than fifteen years, our designs and products have earned awards and worldwide recognition for delivering professionally engineered lighting equipment.



## 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@whitevoid.com](mailto:jobs@whitevoid.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)