



Princh is looking for a talented and ambitious Business Development Manager for North America

Do you have a flair for sales, communication, and business development? Do you want to join a highly motivated team and rapidly growing software company?

If your answer to the above questions is a clear “YES”, then you might be the person we’re looking for to join our ambitious team as a Business Development Manager.

Briefly about us:

Princh is a strong player in the sharing economy space with an innovative solution for cloud document services and electronic payment. We’re the leading solution in Northern Europe and growing fast in North America – and we’re just getting started!

We are an international team funded by professional investors fighting to reach our vision; become the document services and payment standard in the public space!

See more at princh.com

What you’ll be doing:

Your main responsibility is clear: Drive sales and the growth of Princh in North America. You’ll be working in close collaboration with other members of the sales and marketing team.

You’ll be based in our office in Aarhus – occasional international travel can occur.

A typical day involves:

- Speaking with potential customers trying to understand their needs.
- Quickly reaching out to requests from new potential customers browsing our website.
- Creating and coordinating campaigns in close collaboration with your marketing colleagues.
- Budgeting, forecasting and reviewing customer pipelines with the team.

What we ask of you:

You’re curious and persistent by nature! You have a natural talent for listening to and talking with people. You have a positive attitude and bring a happy face to the office.

You have a decent understanding of IT and software and are curious to learn more. You probably have experience from a previous sales or customer focused role.

Please note that it is CRITICAL that you speak and write English at a native level. We speak English ‘round the office so don’t worry if you’re still having problems pronouncing those soft, Danish Ds!

What we offer you:

You’ll get a unique chance to learn firsthand what it’s like to grow a software company and you’ll be learning and contributing from day one.

We’re a diverse team representing a broad mix of cultures and languages. You will be bringing the Princh team member tally to 19, which means that everyone’s efforts make a big difference, so you’ll have a great opportunity to impact our business and team. We promise you a fun and casual working environment.

Be aware that since you will be working with the North American market, the working hours for this position start in the early afternoon and run until the evening.

Timing:

We expect you to start around the turn of the year. The deadline for submitting your application is November 14.



Please visit our Careers web page and click on the Apply Now button to submit your application: princh.com/jobs-internships

If you have any questions about the position, our team or mission, feel free to contact Thomas, our CEO, by phone: +45 21 27 35 50

