

Business Development Manager DACH f/m/d

XUND is a leading digital health scale-up that enables healthcare companies to digitize patient interactions and translate unstructured data into actionable insights.

It's our vision to improve the quality and accessibility of healthcare by bringing together medicine, technology and a human-centered mindset. But we cannot do it alone: we need leaders, doers, and innovative minds to turn our vision into reality.

That is why we are looking for an ambitious, highly committed, and entrepreneurial individual who shares our **values of putting patients first, building an inspiring and open environment and challenging the status quo.**

Your Responsibilities

- Identify and acquire new enterprise customers and partners
- Analyze market trends to anticipate product and client needs
- Manage and further develop our existing partnerships
- Support the team in contract and price negotiations
- Attend trade shows and industry events in the DACH region

Your Profile

- Bachelor's degree or higher (irrespective of specialization)
- 5+ years of sales experience within the digital health or medical device industry
- Proven track record selling to public and private payers
- Curious, intellectually flexible and strong problem-solving skills
- Excellent written and verbal communication skills in German and English
- Resident in the European Union and authorized to work

Your Benefits

- Embark on a journey with one of Europe's fastest-growing digital health scale-ups and make a real impact in a purpose-driven environment
- Take on exciting challenges while working in a dynamic space where creativity and fresh ideas are always encouraged
- Benefit from a dedicated training budget and professional development time, because we believe in growing together and supporting your skill-building journey
- Enjoy the flexibility to work from wherever suits you best – whether that's your cozy home office, a café down the street, or one of our offices in Vienna, Budapest, or London
- Join regular team events at each office and several company-wide celebrations throughout the year to connect with colleagues, share experiences, and create lasting memories

- Be part of a vibrant, open culture with flat hierarchies and direct communication, where your voice matters and everyone's ideas are heard
- Plus, office dogs! They're here to keep the vibes chill and remind us all to take a paws and relax

The minimum salary for this position is EUR 6000 gross per month for full-time employment (EUR 72.000 per year), excluding performance-related bonus. Willingness to overpay is given and depends on the respective qualifications and experience. In addition, we offer all employees the opportunity to participate in our Virtual Stock Option Plans (VSOPs), ensuring that they have ownership in the company and can directly benefit from our collective success.

At XUND, we know that innovation happens when different perspectives come together. Whether you're a coding whiz, a health enthusiast, a spreadsheet guru, or a creative problem-solver, we value what you bring to the team. If you're excited about this role but feel like you don't "check all the boxes," don't worry – we still want to hear from you! We're committed to fostering an inclusive workplace where everyone's contributions are valued and respected, and we encourage candidates of all backgrounds, identities, and experiences to apply. If you're eager to make an impact, we'd love to hear from you!