



Head of business development

Full-time in Munich

In this role you will work autonomously and closely together with customers. Your job is to help the founder team identify and evaluate new customer segments, markets and value propositions that can help us achieve our mission of improving nursing. We promise responsibility and a steep learning curve.

Your role in a nutshell

- Scout and identify new market opportunities
- Conduct research on the field and online to help evaluate the opportunities
- Identify and sign pilot customers

What we offer

- Flexible, autonomous work in an agile organisation
- Steep learning curve and freedom to take responsibility and grow as much as you desire
- Great working atmosphere and a culture that strongly emphasizes learning, well-being and social impact

What we look for

- Strong analytical and people skills
- First work experiences in a top consultancy, VC or startup
- The mentality of an open-minded, driven and honest teamplayer
- Willingness to set ambitious goals and take responsibility for them



About Cliniserve

Cliniserve was founded in 2017 with the mission of building software for hospitals that reduces administrative and logistical work of care personnel. We have since then developed a SaaS software that is used by over 10 customers, including high-profile hospitals like the LMU University Hospital, Schön and Helios. Our founder team has studied and in top universities like UC Berkeley, Georgia Tech, LMU, TUM and worked in organisations like TUM University Hospital, AWS and Personio.

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