



Business Development Manager

Berlin, Germany

Perks & benefits are a €60bn market in Europe. At heyday, we are building the tech solution to enable any company to give any employee the perks & benefits they love. We make it easy and convenient for businesses to reward their employees and enable meaningful social interactions with and amongst them – while taking care of the administrative hassles. We are an early-stage startup backed by top European VCs looking for a Business Development Manager to drive our efforts in partnerships, sales, and communication – as a generalist supporting the Founders in ramping up all aspects of the business.

You will:

- Work directly with the founders and other team members in a small and highly motivated team
- Be a pioneer in delivering perks & benefits to our customer's employees with a fantastic user experience
- Win top brands as benefits partners for heyday in e.g., sports, mobility, health, family, entertainment – from initial outreach to deal negotiation and onboarding
- Help improve our B2B Sales & Marketing operations and support building up a high-performing Sales & Marketing team
- Support us in recruiting and developing our employer branding

What you get:

- Responsibility for delivery from day one – the sky is the limit
- Chance to contribute to something you are truly proud of, without the need to convince nitpicking leadership every step of the way
- Work with a team of ex C-level startup, ex top tier consulting and top tech talent
- Workplace in our office at Paul-Lincke-Ufer in the heart of Kreuzberg – combined with a very flexible work-from-home policy
- All the perks & benefits that we offer on heyday will be available to you – and heyday's goal is to make that benefit package the most attractive around
- A competitive salary plus a share package

What we look for:

- Entrepreneurial mindset: You want to move things fast, operate under the “ask for forgiveness instead of permission” principle and have a strong hands-on and deliver mentality
- 1-3 years of previous experience in high paced environments, such as high growth startups, VCs, investment banking and/or consulting
- Strong verbal and written communication skills, comfortable addressing internal stakeholders as well as clients
- A university degree in Business, Technology or similar
- Fluency in German (native level) and English