

Business Development Associate (m/f/d) at ZopaAI

Location: Saarbrücken/Cologne

About us: ZopaAI is a dynamic start-up developing a revolutionary software solution in the field of B2B management (business-to-business). Our software offers globally active companies an AI-based system to better manage customers and build strategic partnerships in a more targeted manner. Our goal is to change the way companies interact with each other. At ZopaAI, we take an agile approach and value creativity, teamwork, and continuous development.

We are therefore looking for a motivated **Business Development Associate** (m/f/d) to join us as soon as possible. In this role, you will be directly responsible for expanding and maintaining customer relationships with leading companies worldwide – ensuring our solution reaches the right partners and creates maximum value. At ZopaAI, it is very important to us that we work as equals. We are looking for a true team member who contributes strategically, brings in ideas, and wants to grow with us.

Tasks: As a **Business Development Associate** at ZopaAI, you will actively shape our go-to-market strategy and play an essential role in driving growth. Your tasks include:

- Driving lead generation, prospecting, and building relationships with new B2B customers
- Managing and expanding our sales pipeline from the first customer contact to contract closure
- Preparing and conducting product demos and customer meetings together with the founders
- Developing tailored customer solutions and sales proposals that highlight the value of ZopaAI's AI platform
- Monitoring market trends, competitive activities, and customer feedback to inform product and sales strategies
- Collaborating closely with product and development teams to integrate customer insights into our solution roadmap

Requirements:

- Completed university degree in business administration, economics, industrial engineering, business informatics, or a related field – alternatively: equivalent practical experience in sales / business development
- 1–3 years of professional experience in sales, business development, consulting, or account management (preferably B2B / SaaS environment)
- Strong interest in technology-driven solutions and AI-supported B2B software
- Excellent communication and presentation skills in German and Business English
- Strong negotiation skills with a result-driven and customer-focused mindset
- Structured, analytical way of working combined with entrepreneurial thinking
- High willingness to learn, proactive and hands-on mentality, and strong ambition to help shape the growth of a start-up

Our offer:

- Direct impact: you actively shape how our AI-driven solution is rolled out to global industry leaders
- A steep learning curve and plenty of room to take on responsibility from day one
- The opportunity to build your career in a fast-growing technology start-up with international ambitions
- Flexible working hours and home-office options
- Competitive compensation and the potential for a long-term career path within the company
- A motivated, supportive, and international team that values your ideas and celebrates success together

If you want to be part of the growing team of ZopaAI, we look forward to your application. Please send your documents, including CV, earliest possible starting date and relevant references via email to join@zopaai.com.