

# Startup SCANDO

is looking for

## Business Development Manager

Scando is a new hardware startup of a light weight three wheels trolley. This year Scando has been acknowledged as one of TOP 20 most promising Lithuanian startups by Agency for Science, Innovation and Technology. This allows Scando to get public grant for further prototype development and commercialization. Now we are trying to expand in Europe with YOU!

### Job description:

- Active search for new clients and new business opportunities;
- Successful execution of public grant;
- Sales strategy development and implementation;
- Development of existing product and project management;
- Negotiations with partners and customers;
- Regular market monitoring and quick adaption to changes.

### Opportunities:

- Becoming managing director & Business partner

### Requirements:

- A proactive, creative and result oriented personality;
- Experience in project management;
- Sales experience (would be an advantage)
- Strategic thinking and analytical abilities;
- University student or Undergraduate (Economics, Business Administration, **Engineering**);
- Fluent in English & Lithuanian.

You are ready for big challenges and big awards? Send us your **motivational video** (or youtube link) till 21<sup>st</sup> of September.

E-mail: [info@stairtrucks.com](mailto:info@stairtrucks.com)

Information received will be treated as strictly confidential

Only successful candidates will be notified.