

buynomics

Commercial Strategy Manager (m/f/d)



Immediately / upon consultation



Full time

ABOUT US

We help our customers optimize their product portfolios and -prices, which significantly increases their profitability. Our SaaS solution precisely predicts customers' purchasing decisions by using artificial intelligence and behavioral economics. We have developed the most advanced pricing solution in the market. We received pre-seed funding in 2019, and we already have several large enterprise customers from telecommunications, fmcg, insurance, and retail who use our solution to optimize their pricing and product portfolio. With established product-market fit, we now want to build the team that takes buynomics to the next level and accelerates our growth in our target industries.

We are data-driven and results-oriented. We encourage transparent communication and personal growth. We create a modern and dynamic working environment with flat hierarchies assuring your direct impact. We are the commercial insights solution of tomorrow. We are buynomics.

Are you identifying yourself with these values and are you a conceptual thinking person who uses strategic approaches to solve problems? Then join the buynomics team and become part of our success story!

RESPONSIBILITIES

- Performance and coordination of pilot projects with new clients
- Self-reliant analyses of clients' business model strategy, structures and processes as well as preparation and evaluation of client's data
- Maintain ongoing partnership with a portfolio of international clients and further develop clients' businesses with the buynomics solution
- Ensure continuous alignment of clients' needs and software implementation
- Assistance in the development of pricing strategies

REQUIREMENTS

- Eagerness to learn and have impact from "Day 1"
- Completed master's degree in the field of economics, business or a related area

- >2 year of experience in a consulting position and strong analytic capabilities, experience in creation and evaluation of data-based analyses
- Good knowledge of Excel and PowerPoint (Access, SQL or Python are a plus)
- Pronounced communication skills and passion for client interaction and pricing
- A strategic foresight and well-founded insights into prevailing market conditions in order to analyze existing corporate strategies, structures and processes
- High level of personal initiative and very good strategic and analytical skills
- Working proficiency in German and English is required

BENEFITS

- A unique opportunity to be a significant contributor by driving the customer success of a highly innovative technology company
- High responsibility right from the start and enormous growth potential within the company and beyond an initial role
- Deep insights into the different industries and strategies of our client groups
- Competitive compensation
- Relocation support available

Do you want to become a key part of the buynomics growth story and help us build a true champion in a fast-growing industry?

Please send your application incl. CV, cover letter and certificates to sherin.leisgen@buynomics.com.

buynomics