



# LOGICAL CLOCKS

## Business Development Manager

*Application deadline: 2018-11-30*

### WHO WE ARE

Logical Clocks AB is headquartered in Stockholm, Sweden, formed from members of the Distributed Computing Group at KTH – Royal Institute of Technology and RISE SICS AB. We are a growing startup, aiming to provide the market's go to full-stack Data Science platform.

### WHAT WE DO

We are bringing hyperscale Data Science to the Enterprise through the familiar lens of a Jupyter/TensorFlow/Conda environment, but with a backend data platform that includes the world's most scalable filesystem, scale-out compute and GPUs, and streaming analytics.

### WHY JOIN US

We are a growing startup where you can get hands on experience and apply your talents on many interesting and challenging problems related to Big Data, Data Science and AI.

You will join a multicultural team of awesome co-workers, work with the latest open source tech and be part of our mission to bring the full stack Data Science experience to the Enterprise.

For more information, visit us on the Web at:

[www.logicalclocks.com](http://www.logicalclocks.com)

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### Description

A business development manager is the key person that identifies business opportunities that lead to the growth of the company. The ideal candidate is a passionate self-driven individual with a keen interest in the Big Data and AI market who can establish new partnerships and further develop the company's market footprint.

### Responsibilities

- Develop a growth strategy focused both on financial gain and customer satisfaction
- Identify and build relations with key people at potential customers/partners
- Be well informed about customers/partners business strategies
- Develop entry level staff into valuable business development managers
- Understand the BigData AI landscape and be able to communicate with senior level staff of customers and partners
- Other duties as typically required by a startup

### Requirements

- BA/BS degree in business administration from a university or 4 years relevant work experience
- Goal-driven mindset with strong communication skills
- Enjoy working in a fast-paced environment
- Proven working experience as a business development manager, sales executive or a relevant role is a strong plus
- Proficiency in English

### Benefits

- Fun and exciting startup with tremendous growth potential
- Employee stock-option plan
- Bonus structure for this role
- Opportunity to grow with the company
- Gym reimbursement

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