



WHITEvoid is an art and design studio. Our work spans a wide range of cutting-edge projects and scales. From architecture, interiors, and light installations to interactive exhibits and custom-made applications, our architectonic designs realize complex, unique ideas and adorn clubs, shops, exhibitions, shows, and more worldwide.

Our team comprises specialists in architecture, product design, event technology, and mechanical, electronics, and software engineering. Driven by technology, innovation, and experimentation, we dare to think big and push the boundaries of complexity and beauty in every project.

Our house brand **KINETIC LIGHTS** is the leading specialist in kinetic lighting. For more than fifteen years our designs and products have earned awards and worldwide recognition for delivering professionally engineered lighting equipment.



Business Development Manager (m/f/d) full-time | on-site

YOUR TASKS:

- * Request-handling of worldwide Kinetic Lights customer inquiries (by mail and phone)
- * Contribution to international market access and dealer network strategies for Kinetic Lights partners and resellers, especially in the US, Middle East and Asian markets
- * Systematic support, development and retainment of strategic customer relationships within the responsible market and customer segments
- * Strategic reorientation towards new market fields for kinetic installations (events, architecture, TV, etc.)
- * Active cultivation of CRM-system for coordination and processing of contacts and Leads
- * Coordination of technical feasibility of large-scale light- and kinetic installations with the creative and technical departments
- * Software-based planning and coordination of product inventories with warehouses, production and purchasing departments

- * Enquiries for preparation of contracts, e.g. project agreements
- * Calculation of project costs and service provisions, and budgetary control

YOU BRING:

- * Professional experience in sales and support of major clients, alternatively business development
- * Good understanding of complex technical products and large-scale installations
- * Experience in fixed installations and/or event management (concerts, live shows, trade shows, corporate events, architecture, etc.)
- * Experience in international (non-EU) trade law and export
- * A strong network in the event technology & agency environment is desirable
- * Team spirit as well as excellent communication skills and sales talent
- * Good German and English language skills both written and spoken
- * Additional language skills desirable
- * High degree of initiative, strategic thinking & structured work
- * Hands-on mentality, willingness to travel, resilience

WE OFFER:

- * Exceptional, challenging and unique international projects
- * Participation in the ongoing establishment of DARK MATTER, a new location for art, technology and events
- * A highly motivated, international team and a friendly, open-minded working environment - we stand for openness and diversity!
- * Working independently, flat hierarchies and the opportunity to contribute your own ideas
- * Substantial discount on Urban Sports Club memberships
- * Free German lessons online or at a centrally located school
- * A bike leasing scheme with tax benefits, insurance, maintenance, and end of lease options
- * Guest list allowance for our permanent exhibition and temporary events
- * Delicious coffee and other drinks and snacks for free
- * Team events, such as BBQs, summer parties and a Christmas party
- * A modern studio right on the Spree in East Berlin with great leisure activities nearby

HOW TO APPLY:

Please send us your digital application including CV, salary expectations and preferred start date by email to jobs@whitevoid.com

CONTACT:

You can find more job postings and information about our services and products here:

www.kinetic-lights.com

www.whitevoid.com

www.darkmatter.berlin