

JOB OFFER

Junior Business Developer (M/F)

→ Contract type: **CDI** permanent, full time (40 hours per week)

About DataThings

Founded in 2017 as a spin-off of the Interdisciplinary Center for Security, Reliability and Trust (SnT) of the University of Luxembourg, DataThings is specialized in data processing solutions, from storage to machine learning, for large and small datasets. DataThings edits and sells three software products and provides services of training and development of dedicated intelligent software systems to transform data into actionable and valuable insights to support our clients in taking the best operational decisions.

With its headquarters in Luxembourg, DataThings takes advantage of its position in the “heart of Europe”, to provide dedicated data processing and machine learning solutions to a wide range of clients, from SMEs to large private companies, as well as to the public sector. DataThings uses its own data platform, called GreyCat, to develop tailor-made data analytics solutions for its clients. Fruit of several years of research and development, the GreyCat platform integrates data storage, processing and analytics in one single tool for increased efficiency in computation and efforts to develop.

Your mission

You will join a highly qualified and multi-disciplinary team having competencies to cover the full development chain of a software system for data processing, including system and network administration, internet of things, embedded computing, image processing, data storage and analytics, machine learning, web development, and integration testing.

With the support of the team, and in close collaboration with our sales and marketing team (in constitution) and the founders, your mission will consist in increasing our leads and conversion rate for DataThings expertise, products and technology. For this mission, we expect you to, amongst other activities:

- Constitute lists of prospects for our services and products
- Participate to the increase of lead generation
- Follow and push the leads through the qualification pipeline
- Iterate and collaborate with the marketing and communication team to increase conversion
- Participate to fairs and events

Your profile

You have a deep understanding of the domain of data processing, including data management systems (relational, time series, graph DBs), data processing solutions (Python and associated tools, TensorFlow, etc.), programming languages (Java, C#), intermediate transformation tools (ETLs, JPA/JDO, etc.), and visualization tools (Qlik, Tableau, Power BI, etc.).

You have the skills to establish and execute lead generation processes, qualify leads, and follow-up until conversion.

You are motivated to integrate quickly and work in a dynamic multi-cultural team spirit.

You work proficiently in verbal and written English, take initiatives, responsibilities, and can work in independence.

What we offer

- Opportunity to influence and shape a growing startup
- Entrepreneurial spirit and fast-paced environment in a dynamic atmosphere
- Excellent work environment
- A young, motivated, and talented multicultural team
- Good work life balance
- Challenging projects

In short

- Contract type: **CDI - Permanent, full time** (40 hours per week)
- Starting date: **As soon as possible**
- Office location: Close to the central train station in Luxembourg city

If this sounds like you, please can send your application with CV & motivation letter to jobs@datathings.com

