



dacadoo is a very successful and fast-growing IT company with headquarters in the city of Zurich as well as subsidiaries in the USA and Australia. The company operates worldwide and promotes digital transformation in healthcare with its lifestyle solutions. The corporate goal is to strengthen health and well-being through active engagement and artificial intelligence.

To grow our North America team located in Kitchener we are looking for a...

Business Development Associate (Kitchener)

Your Role

- Supporting Lead Generation activities in collaboration with Marketing, including representing dacadoo at conferences, preparing and sending marketing campaigns to prospects (emailing, LinkedIn), preparing and hosting webinars, meeting with prospects to showcase dacadoo solutions and determine needs and fit for prospects
- Supporting the North American (NoAM) Sales team with hand-over of qualified leads and other Sales related support as needed
- Collaborating with the global Sales teams on global accounts
- Collaborating with Marketing on B2B Sales materials
- Supporting dacadoo Reseller and Referral partners with demos to their clients
- Managing contacts database in Salesforce
- Other general sales support

Your Profile

- Educational background in business administration
- Fluent in English, an additional language would be a plus (e.g. French, Spanish)
- Strong communication skills, including writing, presentation, and dialogue with senior leaders of prospects
- Customer-focused and service-based thinking
- Excellent experience with MS Office tools
- Strong organizational, follow-up, time management and administration skills
- Strong team player with exceptional interpersonal and communication skills

What we offer

- Multi-cultural and international working environment
- Open corporate culture with a lot of personal responsibility
- A team that cares about and supports each other and likes to have fun!
- A job where you can have a real impact on the success of clients and of dacadoo

Pius Hefti, HR Manager looks forward to receiving your complete application to careers@dacadoo.com