



muuun - a smart next-generation smoke and CO detection system



reddot winner 2022

BUSINESS DEVELOPMENT EXECUTIVE

ABOUT ELDES

ELDES is a growing tech company producing high-end wireless solutions. ELDES is an experienced global player in the alarm and security market exporting to 80 different countries around the world. Innovation is in our DNA. We go that extra mile to make things happen. Teamwork and outstanding experience our customers report on make us the partner of their choice. We are proud to proclaim the quality of Lithuanian engineering winning global recognition. We have developed Red Dot and IF Design awards winner IoT device www.muun.com and are willing to go far with our vision to create a world where every home is safe and smart. Join us to make it happen together.

ELDES TEAM IS LOOKING FOR BUSINESS DEVELOPMENT EXECUTIVE, WHO:

- Can find and develop B2B partnerships to open new markets/channels in IoT business.
- Is excited to build business cases for new perspective market segments, present and sell ELDES as the technology partner for service providers - utility companies, alarm receiving centers, mobile operators.
- Is interested to create a global network and build long-lasting relationships with key players in the field.
- Is driven by the desire to bring a world-class tech product to the world.
- Is curious individual who makes data-driven decisions and is speaking the language of business.
- Has a track record of getting things done.
- Is fluent in English (other languages such as French, German, (other) would be an advantage).
- Is able to travel internationally for business meetings/industry events.

THAT'S WHAT ELDES OFFERS:

- We work with international clients who are top players in their field.
- We are developing innovative projects to ensure a seamless experience for home safety.
- We value different perspectives and insights and build solutions on them.
- The IoT and Cloud solutions are our daily business discussions.
- We are developing innovative projects where new knowledge in the field of technology is guaranteed.
- Freedom to act.
- Flexible office/remote work schedule.
- Creative and open-minded team, passionate about delivering WOW through products.
- Highly skilled executive team with global experience.

Salary range
(gross) before bonuses
3500 – 4400 EUR

APPLY

hr@eldesalarms.com
until 2022.10.12