



Cubbit is hiring

Job Offer **Market-driven Business Developer** Full time  
**(Enterprise cloud services)**

Info: [careers@cubbit.io](mailto:careers@cubbit.io)

## About Cubbit

At Cubbit we envision a new internet: privacy-first, green, accessible, with no one in control.

To get there, we are on a mission to recycle the internet resources we waste into the most competitive & cybersecure web services.

We're building the world's **1st distributed cloud provider**, that needs no costly and polluting data-centers to run.

The first step is disrupting cloud storage for users, and we started with a Kickstarter launch that got into the **top 1% of most funded campaigns in history**.

Then, we are bringing cloud storage for businesses to the next level, by making privacy a right and not a premium feature.

It's not only about cloud storage, though. Hosting, VPN, CDN, distributed cloud computing will follow soon. We're building all this together with our world-class partners such as **Techstars, Barclays and the European Commission**.

Headquarters: Bologna, Italy w/ a branch in Tel Aviv, Israel

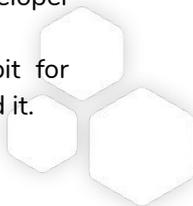
## Job Description

We are looking for a Market-driven Business Developer (mdBD) with ideally 5+ years of experience in cloud services for Enterprises, who will be in **full charge of crafting Cubbit for Enterprise go2market**. Thanks to our new technology, our on-premise distributed cloud storage for Enterprise can count on top UX, privacy by design and a strong cost advantage.

The marketing strategy of “why”, “what” and “when” of what will have to get built must be defined by engaging directly with potential customers, dealing 1:1 with enterprises to launch pilots or innovation projects.

Once closed the deals, the mdBD will be accountable for the relation with the first clients, so to analyze how to scale them with new distribution channels.

To do so, the mdPM will work closely with the founders, being able to count on the support of a business developer and of both our Growth Hacking and WebDev teams. Afterwards, she/he will guide the growth of Cubbit for Enterprise, by forming and leading more teams around it.

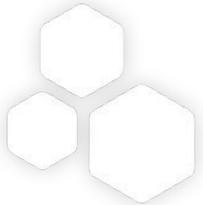


### What you'll do:

- According to both market analysis (top down) and customers responses (bottom up), target early adopters and find where the best business opportunity to catch first is.
- Talk with/meet targeted corporates to identify their user-needs, craft custom value propositions and test them with the clients.
- Close 1:1 or intermediary-driven sales with corporates willing to adopt Cubbit for Enterprise.
- Be accountable for the relation with the clients, so to analyze how to scale them with new distribution channels.
- Draw the evolution of Cubbit for Enterprise

### Your Profile and Mindset:

- Independent: a highly motivated self starter who is ready to dig in, hustle, find solutions and deliver.
- Market-driven: in everything you do, follow the golden rule of “do not waste a second nor a dime to build something people do not want”.
- Data-driven: know how to digitally engage with customers, measure their responses, define KPIs to test your hypothesis and choose a strategy.
- Methodical: be efficient in reporting to founders, or sharing findings with the team.
- Ambitious: think big, start small, scale fast. Join us in building a born global startup.
- Humble: know that you don't know, learn from the top tier, don't reinvent the wheel but raise the bar.
- Proactive participant in our culture.



### What you'll need:

- Ideally 5+ years of experience in enterprise cloud projects or in business development projects related to software/hardware technologies.
- Proven experience in dealing 1:1 with enterprises to launch pilots or innovation projects.
- Outstanding written and verbal communication skills.
- Strong proficiency in English.
- Experience in dealing with multiple, international markets at the same time.
- Relational skills: proven ability of dealing with cross-functional teams.

### Bonus points:

- Passionate and connoisseur (aka nerd) about cloud storage systems and NAS devices.
- Personal network of Enterprise clients
- Passionate of lean methodology.
- Direct experience in a scale-up.

### Benefits:

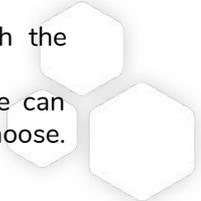
- A vibrant, young, and informal workplace.
- Remote work possible after a first period working with the team in Bologna to assimilate Cubbit culture and product knowledge.
- Opportunity to participate in the best world fairs and events linked to the tech world.
- Possibility to move in different countries during your career.
- Periodic activities with the team, and everyday passion.

### Location, Commitment & Contract

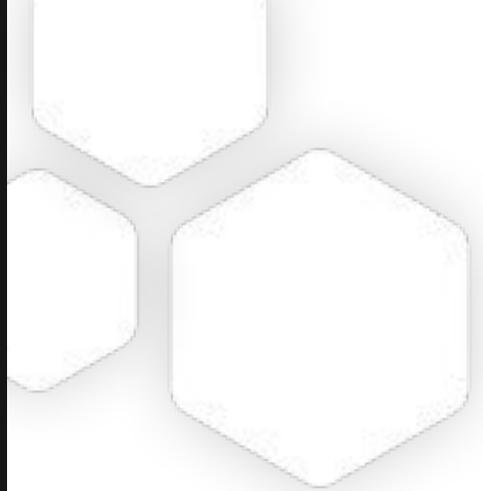
Bologna is a world-famous city for food, a young vibe due to the oldest University in the western world as well as great life style and services. Less than 1 hour from Florence and Milan, and very close to nicest places in Italy: Venice, Rome, Tuscany, Dolomites and the lakes etc.

The type of contract will be defined together with the founders.

We don't choose people based on the contracts we can offer, but we adapt the contract to the person we choose. Let's talk soon then.



*If you're a hard worker, an inspiring leader, a humble team player, and a dreamer at heart, Cubbit is the place you are looking for.*



Please apply even if your experience and interests aren't an exact match with what we've laid out in this job description. We're building something different at Cubbit. If that sounds interesting, we want to hear from you.

**To apply, please contact us and send your CV**

careers@cubbit.io  
www.cubbit.io