

Business Development Manager – Public Sector (f/m/d)

About Us

Based in Berlin, Rulemapping Solutions stands for innovation at the intersection of law and technology. Our mission is to simplify, accelerate, and make complex bureaucratic processes transparent for everyone. With our unique Rulemapping methodology and Rule AI, we develop solutions that reduce bureaucratic burdens for companies, make legal access easier for individuals, and enable a new way of thinking about public administration.

Supported by the Federal Agency for Disruptive Innovation (SPRIND), we are shaping the standard for the digitalization and automation of rule-based decision-making processes.

Together with you, we want to drive this vision forward and revolutionize the world of rules and laws!

Rulemapping Solutions GmbH is the operational subsidiary of the Rulemapping Group.

Your Responsibilities

- Drive business development and sales in the public sector (B2B), including identifying new business opportunities and developing tailored solutions for various public institutions.
- Develop and execute business development strategies to scale our SaaS portfolio.
- Actively acquire new customers through direct sales strategies and targeted outreach.
- Manage and strategically grow existing client relationships as part of Key Account Management (KAM) throughout the entire customer lifecycle.
- Build and manage a strong partner network through focused Partner Account Management (PAM), including onboarding and supporting resellers, distributors, system integrators, and solution providers to expand our reach across multiple sales channels.
- Establish a sustainable network of (potential) clients and key stakeholders in the public sector.
- Work closely with internal teams—especially the Delivery Team (Legal Engineering, AI Engineering, Configuration, PMO, Service)—to ensure smooth implementation and long-term customer satisfaction.
- Collaborate with Product Management and Marketing to effectively position customer-centric solutions and develop go-to-market strategies.
- Represent our solutions at industry events and on social media.

Your Profile

- A completed degree in business, STEM fields (science, technology, engineering, mathematics), or a comparable qualification.
- Several years of experience in business development, sales, or key account management, ideally in a SaaS or tech-driven environment.
- Deep understanding of SaaS business models, cloud technologies, and digital transformation processes.
- Excellent communication and negotiation skills, with the ability to engage confidently with C-level decision-makers.
- Strong closing mindset and strategic approach to customer development.
- Experience with agile methodologies and modern collaboration models.
- Very good German and English skills (C1 level or higher).

What We Offer

- A key and responsible role in a growing GovTech company.
- Flexible working models and a modern company culture.
- A centrally located office in Berlin-Mitte.
- Innovative projects and long-term career opportunities.
- A dynamic team with plenty of room for your own ideas.
- An attractive compensation package.

Are you ready to become part of an innovative team and help shape the future? Don't wait – apply now! Send your application documents to jobs@rulemapping.com.

We look forward to meeting you and achieving great things together!