

Technical Business Developer

Location: Pirmasens, Germany (on site, or hybrid with weekly presence in Pirmasens)

Contract: Full time

Salary: Competitive, depending on skills and experience



Who are we?

Computational Modelling Pirmasens GmbH (CMPG) is a subsidiary of Computational Modelling Cambridge Ltd. (CMCL), an award-winning, research-driven software company. With our technology “The World Avatar” we build digital twins that connect data and systems across domains and scales and automate workflows. Current projects: urban digital twins for municipalities (city planning, energy infrastructure, flood scenarios), a work-order app for municipal service providers, AI-based extraction of information from hospital documents, and the digitalisation of research laboratories. We also work closely with large research institutions such as the University of Cambridge and TU Berlin. Our team is small, international and growing.

The role

You are the link between customers and technology. You understand what municipalities, hospitals or research institutions need, translate this into solutions based on The World Avatar, and show them – in demos, proof-of-concepts and technical proposals. You work directly with management and the development team. The role is also open to recent graduates who want to combine technology with customer contact.

What you will do

- Identify and approach use cases and potential customers for our technology
- Capture requirements and translate them into technical solution concepts and proposals
- Design demos and prototypes (proof-of-concepts), build them with the development team and present them to customers
- Lead public tender submissions and grant applications
- Support customer projects in their start-up phase and feed insights back into product development
- Monitor the market, competitors and technology trends

What you bring

- Initiative: you try things out, work out for yourself what works, and take ownership – there is no playbook
- A degree in computer science, business informatics, engineering, natural sciences or similar – recent graduates without work experience welcome
- Technical understanding: you can explain software, data flows and AI applications, and you have basic skills in Python or another programming language
- Strong communication: you explain complex technology to non-technical people and are confident in front of decision-makers
- German at B2 level or higher, fluent English
- Willingness to travel regularly to customers and to Pirmasens

Nice to have

- Experience with knowledge graphs, semantic web, digital twins or LLM applications
- First experience in pre-sales, consulting or project management (internships or student jobs count)
- Familiarity with the public sector and procurement procedures

What we offer

- Real responsibility and room to shape things from day one
- Direct collaboration with management and the development team, short decision paths
- An international team to grow with
- Competitive salary, in line with your skills and experience
- Flexible working hours and partial remote work

How to apply

Send your **CV** and a **short cover letter** (relevant experience, why this role) by email to careers@cmpg.io. You must hold a valid work permit for Germany.

CMPG | [Website](#) | [Twitter](#) | [LinkedIn](#) |

CMPG, Delaware Avenue 1-3, 66953 Pirmasens, Germany

CMCL, 9 Journey Campus, Castle Park, Cambridge, CB3 0AX, UK