

**Business Development Manager (m/f/d), Germany
Industrial Communication**

Ref.: AHB 1743

Our client is a leading-edge solution provider in the field of High-Tech Industrial Communication Technology for various Smart Automation and Machine Building Market Segments. Customers range from small to mid-size companies to very large global corporations in all major geographical business regions. Continuous and solid growth over the years, including the German speaking countries, has led to a strong market position in Secure Communication and IoT Solutions for customers in Industry and Infrastructure alike.

Highest priority within the offerings at our Client is a proven and ongoing strong IoT security environment.

In order to support our client's strategy for further business development and growth, we are currently looking for an experienced

Business Development Manager (m/f/d), Germany

Location: Germany, home office
Employment: full time
Travel: frequently (mostly domestic)

Your area of responsibility:

- ◆ You directly report to the Regional Sales Director and with a dotted line to the Vice President, Sales & Marketing. Both are located in EU but outside Germany.
- ◆ In your function as Business Development Manager for the German market, you establish, drive, present, negotiate and close deals with target customers in the general automation industry.
- ◆ Focus segments, among others, are Building Automation, Food & Beverage, Energy Management / Utilities, Packaging and Print & Label.
- ◆ The above markets are already strongly driven by chosen and well-established distributors, with whom you will build up a trustful and loyal relationship in order to grow the business together.
- ◆ Your own personal focus will be on mid-size to large machine builders (OEMs), whereas all Backoffice support and activities will be performed by our trusted distribution partners.
- ◆ You will have full P/L responsibility for achieving targets, with hands-on support of your superiors.
- ◆ Reporting according to corporate standards.

Your profile:

- ◆ Professional Engineering Degree in Electrical / Electronic Engineering, Industrial Communication, Information Technology or similar.
- ◆ Minimum of five years of sales experience in the German machine building industry and its solution-based automation environment.
- ◆ Skilled within Solution Selling.
- ◆ A "Lone Ranger" and at the same time a Team Builder personality.
- ◆ High level of competence in Industrial Network Topologies, Network Architecture and Security Standards.

- ◆ Existing relationships to top decision makers in the automation industry.
- ◆ Proven track record in business development and growth, in direct and indirect sales channels.
- ◆ Pro-active, time is of the essence sales attitude. Friendly and positive nature and a distinct Hunter.
- ◆ Team player with an integrating personality, internally and externally alike.
- ◆ Fluent German and English language skills.

The company offers:

- ◆ A long-term career opportunity in a very fast growing international company.
- ◆ An exhilarating business environment where your creativity will flourish.
- ◆ Commensurate remuneration.
- ◆ Excellent career opportunities either within Germany or abroad as the company continues to grow.

This is your chance:

You are a highly energetic and self-driven technical sales professional with a strong background in the machine-building industry and its typical automation environment. The terms Industry 4.0, IoT Internet of Things and Remote Access are all familiar to you and finding smart solutions and modern concepts for Machine Security are already an integral part of your daily activities.

But now you feel it is time to move on and start something new and exciting.

True? Then don't hesitate and send your application today.

Your future is waiting!

Your contact:

Armin Belle
Unternehmensberatung | Consultancy
An der Talmuehle 5
61462 Koenigstein, Germany
+49 (0)6174 259 5340
Personal@ahbcon.com
<https://www.arminbelle.com>

Important:

As a first step, please send a one-page short profile and CV only, as PDF file by email. Please do not send any full documentation or standard paper mail. Thank you very much.

We respond to each and every legitimate application – **promised!**