



Cinterion Wireless Modules is the worldwide leading supplier of cellular machine-to-machine (M2M) communication modules and combines unparalleled M2M engineering expertise and localized worldwide customer support with a strong portfolio of high-quality GSM, GPRS, EDGE, UMTS and HSPA products. Cinterion modules enable machines, equipment and vehicles to communicate over wireless networks helping enterprises dramatically cut costs and increase productivity and efficiency.

**For our headquarter team in Munich we are looking for**

## Senior Manager Business Development Smart Metering (m/f)

### **Responsibilities**

- Identify, develop and maintain partner relationships with value chain players and acknowledged industry bodies in the utilities, metering and smart grid industries
- Establish joint market initiatives with key players in the industry in relevant international markets
- Develop and maintain a business development plan identifying key activities, priorities and risks
- Describe the ecosystem, market needs and requirements to products for smart meters and the smart grid infrastructure
- Identify target customers and establish first leads
- Identify pilot projects and ensure participation
- Support the global sales team in understanding the ecosystem and acquiring new customers
- Deliver publications and present at conferences

### **Required experience**

- Five years or more work experience in the utilities or related industry
- Technical understanding and business background
- Graduate engineering level or MBA preferred
- Strong knowledge of industry trends and international regulatory factors affecting the utilities and metering markets
- Entrepreneurial state of mind, proactive and self motivated with personal initiative
- Excellent communication skills
- Strong soft skills, especially networking and handling of conflicts
- Fluent in English and German with further languages being beneficial

Cinterion is the world leader in M2M because our team is the best in the industry and dedicated to designing and delivering innovative, high quality, reliable products and offering excellent global customer service and support. At Cinterion, you will find engaging and meaningful projects and a team of motivated colleagues to inspire your continued growth.

Join our ambitious, talented team and discover a welcoming and motivating work environment waiting for you.

Please send your resume to: [HR-contact@cinterion.com](mailto:HR-contact@cinterion.com)

[www.cinterion.com](http://www.cinterion.com)