

 <b>Portwell</b>  	<b>JOB DESCRIPTION</b>	BDM IOT Solutions
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## Business Development Manager IOT Solutions Kiosk Embedded Systems GmbH, Germany

We are an internationally successful group of companies acting in various vertical markets. We are manufacturer of embedded boards and industrial as well as server grade systems, POS and Kiosks from Taiwan and USA ([www.portwell.de](http://www.portwell.de), [www.posiflex.de](http://www.posiflex.de); [www.kiosk.uk](http://www.kiosk.uk)). We are looking for you as our Business Development manager IOT Solutions (m/f), leading the European activities for IOT Solutions on Group level. We are combining 3 brands in our company conglomerate. You will take an active role in supporting the EUCO organization to profitability and growth.

Business Development Manager, IOT Solutions, Germany

In a full time & new business development role you will be based in our Seefeld office, SouthWest of Munich with full availability to travel, and you will be responsible for developing a strong deal pipeline, collecting customers as well as market insights to ensure a fast development of the business in Europe.

You are the ideal candidate if

- You have familiarity with new B2B sales generation with both small and large customers, including development of client facing activity, managing presentations, generating new proposals, and leading negotiations
- You have a strong skill set working with Digital Twins and its meaning, applications Experience in new technologies specifically VR and AR solutions for the B2B
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- You have a Software skills on API, GUI level
- You have a skill set in working with Remote Management Software
- You have domain expertise in IIOT/AIOT and/or in Serviced IOT segments like Retail, Hospitality, Digital Signage
- You have Project Management expertise
- You are a self-starter but with a high team and collaboration spirit; can juggle priorities and make things happen in a fast-paced environment; you have a “despite of” instead of a “because of” mindset, with a constructive approach to overcoming obstacles
- You have a proven client portfolio and track record of revenue targets.
- You have experience developing relationships across functional areas such as Sales & Marketing, Operations, IT and Procurement
- You are able to communicate with senior leaders in a clear, concise and structured manner, both in oral and written form
- You can easily shift from strategic thinking to rolling up your sleeves and executing, in order to deliver fast results

Role responsibilities

- Organization: directly reporting to the Sales VP Europe, you will be part of the European Team
- Deliver results: responsible to develop the European market; drive revenue in accordance with the Company plans and targets; qualified new lead generation development and new client adoption
- Customer relationship management: building and regularly maintaining strong relationship with customers, and updating deals and activities in the company CRM system
- Cross-functional collaboration: relay market needs and requirements back to your direct manager and the European team, including project management and technical issues; participate to weekly commercial meetings reporting about the Europe pipeline vs assigned target and the operational plan

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- Dive deep: natural commercial sensitivity and strong attitude to details; self-starter with a high team and collaboration spirit, well-structured in acting by priorities and targets; action plan definition and updating; performance measurement analysis and capability to link the gap to specific solutions and improvement areas

#### Basic qualifications

- Fluent in German and English, both oral and written form
- Bachelor's degree
- Mid-Senior level with 5+ years of experience in business development, sales, and account management
- Coming from or well experienced in the following: information technology & services, VR & AR technologies, industrial machinery, automotive, naval and aerospace, manufacturing, oil & gas, healthcare and medical industry.
- Demonstrated ability to operate both strategically and tactically in a high-energy and fast-paced environment
- Strong bias for action
- Ability to dive deep and deal with large sets of priorities
- Excellent communications and negotiation skills
- Ability to effectively interact and influence senior stakeholders inside organizations
- Ability to prioritize and demonstrate relentless discipline in achieving goals

#### Reporting:

- VP Europe Sales

#### We offer you:

- Responsible and varied tasks in an innovative, future-oriented high-tech company.
- Flat hierarchies, a wide range of creative opportunities and a cooperative working atmosphere
- Flexible working conditions, company car
- Excellent future prospects through targeted individual training and further education
- Extensive Posiflex "familiarization package" : Training on our products at Portwell as well as on the Posiflex Group
- Regular team and company events
- Flexible working hours and modern reporting philosophies

#### Are you curious?

We look forward to receiving your online application, stating your salary requirements and earliest possible starting date. If you have any questions, please do not hesitate to contact us at [humanresources@kiosk.eu](mailto:humanresources@kiosk.eu)

Kiosk Embedded Systems GmbH  
 Personalmanagement  
[humanresources@kiosk.eu](mailto:humanresources@kiosk.eu)  
[www.kiosk.com/de](http://www.kiosk.com/de)