



Business Development Manager Marketing & Mobile Solutions - San Francisco, Senior Level -

As a pioneer in the area of Augmented Reality, metaio develops software products for systems driven by visual interaction with the user. Our Unifeye ® software platform allows the user to place 3D animations directly into live video streams and enables a wide variety of applications in the marketing, consumer, mobile and industrial domain

metaio is a self-funded and fast growing technology company. Founded in 2003, we currently employ 56 team members in three different locations. The company is headquartered in Munich (Germany) with subsidiaries in San Francisco (U.S.A) and Seoul (South Korea).

metaio is serving a wide spectrum of worldwide customers from a broad range of industries, including BMW Group, Daimler AG, Siemens AG, Toyota, LEGO, Universal, Bertelsmann Group, Dai Nippon Printing and Volkswagen.

For our US operations, we are seeking a Business Development Manager for the Marketing and Mobile Solutions product lines.

The candidate is applying for a multi-disciplinary position which will allow him to build-up, sustain and enlarge our business activities in the Augmented Reality domain. The ideal candidate will convince us of his/her entrepreneurial spirit, his/her management capabilities and his/her customer and business focus.

Task profile:

- Project management:
 - Handling existing customers for various industries
 - Definition of customer processes
 - Lead handling
 - Sales activities and customer pitches

- Business development
 - Applying our core technology to new business areas
 - Seeking partners and customers for new applications and products
 - Building-up network for metaio in targeted industries
 - Definition of marketing-strategy for new business areas

- Management
 - Supervision of the US based sales team
 - Definition and supervision of the defined Sales Strategy
 - Build-up of sales force
 - Requirement engineering and coordination of development tasks



Who we are looking for:

- Previous Sales/Business Development experience
- 5+ years experience in technology sales and/or marketing
- Previous project management experience
- Preferably technical university degree (preferably computer science degree)
- Interested in multi disciplinary tasks (e.g. IT in the product marketing field)
- Basic knowledge of IT technologies
- Negotiation skills and assertiveness
- Strong communication and organisation skills
- Strong service- and customer orientation
- High flexibility and teamwork
- Willingness to travel nationally
- First experiences in team-management

If you are interested in working in an exciting and multi-disciplinary work-environment, are comfortable with a dynamic tech-driven start-up atmosphere and are looking for good future career opportunities - we are looking forward to your application!

Interested?

Please send us your complete application, CV and references, to the following email address:

info@metaio.com

For further information, please contact us at tel: +1 415 814-3376