

Business Development Manager, Industrial Solutions, Senior Level - Munich

According to Gartner Inc., Augmented Reality is one of the Top 10 strategic IT technologies of our time. And Juniper Research forecasts a \$1.5 billion revenue stream by 2015. But AR is even more than that. We are at the dawn of a new era. The virtual and the real world are becoming one. With Augmented Reality technology we can access, understand and enjoy digital data, exactly where we expect it to be and tailor it to our liking. AR is the user interface of the future.

With more than 10 years of experience, 500+ projects, more than 450 business customers, an international partner network, numerous federal, national and international research projects and a comprehensive, patented product portfolio, metaio is a pioneer and leader in this game changing technology field. Based on the Unifeye platforms we connect any object to additional, digital information. Our vision is the seamless and easy integration of the virtual into the real world.

metaio is a self-funded and fast growing technology company. Founded in 2003, we currently employ more than 75 team members in two different locations. The company is headquartered in Munich (Germany) with a subsidiary in San Francisco (U.S.A).

For our Munich operations, we are seeking a Senior Level Business Development Manager to support our Industrial Solutions team.

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 within the industrial field
- Management
 - Supervision of the industrial team
 - Definition and supervision of tasks in the industrial team
 - Build-up of sales force
 - Requirement engineering and coordination of development tasks



Qualifications:

- Technical university degree (preferably mechanical or electrical engineering degree)
- Preferably 3-5 years of work experience (preferably in the CAD/CAM Industry)
- Interested in multi disciplinary tasks (e.g. IT in industrial environments)
- Basic knowledge of 3D-design software (CATIA or similar)
- Basic knowledge of project management
- Basic knowledge of IT technologies
- Negotiation skills and assertiveness
- Strong communication and organization skills
- Strong service- and customer orientation
- High flexibility and teamwork
- Strong English skills
- Willingness to travel globally
- First experiences in team-management

What we offer:

- Potential for experience and opportunities in a growing, cutting-edge industry
- Engaging and challenging responsibilities and day-to-day tasks with a hand-picked multi-national team
- Competitive salary and benefits

If you are interested in working in an exciting and multi-disciplinary work-environment, are comfortable with a dynamic tech-driven atmosphere and are looking for good future career opportunities, then metaio may be the place for you. We are looking forward to your application.

Interested?

Please send us your complete application, CV and references, to:

info@metaio.com

For further information, please contact us at tel: +49 (0)89 5480198-0