

# Business Development Manager, Marketing and Mobile Solutions, Senior Level – San Francisco

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 San Francisco operations, we are seeking a Senior Level Business Development Manager for Marketing and Mobile Solutions.

## 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

**Qualifications:**

- 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

**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