9935 12540 Manager Growth & Partnerships (f/m/d) \*Your Responsibilities:\*  
  
Overarching team targets:  
  
· Take ownership to contribute 20 – 50 Mn€ of EBIT value to EIS  
organisation by 2030 through value creation by growth inside and outside  
today’s core regions / activities  
  
Growth:  
  
· Grow EIS outside its today core regions through lighthouse projects, new  
partnerships, cross sale, add-on and up sales.  
· Drive market entry, scaling and industrialisation both from entry  
strategy to first revenues  
· Lead in front line negotiations with Customers and Partners for large  
complex deals  
· Compare develop and push new and existing business models in order to  
become more resilient to changes and more profitable.  
· Drive international projects together with the regions also by using the  
EIS academy and establish new business models  
· Ride on megatrends urbanization and sustainability to targets new builds  
& retrofits  
· Build up a strong international network with customers or partners e.g.  
in the real estate industry and enhance cooperation  
  
Academy Coordination & Knowledge Sharing:  
  
· Lead through Academy and have a direct tangible impact on growth in 15  
countries.  
· Bring together with Key account manager EIS sales strategy to life  
· Gather and drive sharing of customer segment learnings from key segments  
like Hotels, Industry, Hospitals, Data centers and real estate for all 4  
EIS Families and ensure the cross fertilization of sales.  
· Be the creator, architect and evangelist of the “design vision” for  
large City circular structures that serve as the inspiration and target  
picture for Cities and societies in their developments, able to articulate,  
explain and enthuse customers and stakeholders alike  
  
Key account coordination:  
  
· Drive and support key accounts to enable customer expansion and in  
parallel closely cooperate with the digital transformation and product  
development pillar, acting as “product disseminator” ensure feed in of  
new technology/products/ concepts into customer discussion/tender processes  
to support regional units to always have latest development at hand.  
· Key account manager interplay: Push sales of key accounts into the  
regions and grow jointly with the customer into new regions  
· Find and develop target customers based on deep market assessment,  
supporting regulation, E.ON footprint & strategic partners  
  
\*Your Qualification:\*  
  
· University degree, preferably in Economics, Engineering or similar  
· Several years of experiences in leadership functions such Commercial,  
Sales, Partnering or Business Development  
· Outstanding customer Orientation and relationship management  
· Profound technical sales skills and international business knowledge in  
the 4 product families of EIS  
· Understanding of the economic, technical and legal context of the  
generation and heating business  
· Strong entrepreneurial and sales mindset  
· Strong understanding of how to originate and develop new business  
opportunities  
· Structured, creative and target oriented person with a proactive way of  
working  
· Outgoing personality with a high degree of negotiation skills and  
assertiveness  
· Excellent communication and networking skills  
· Ability to communicate and deal with very senior decision-makers in  
politics and business  
  
\*Our Benefits:\*  
  
Apart of our inspiring and dynamic inernational working atmosphere we have  
the following attractive employee benefits to keep you motivated and  
healthy:  
  
· flexible working hours  
· regular trainings  
· private car and bike leasing  
· free parking space for E.ON employees  
· job ticket available (Essen)  
· cooperations with local kindergarten (Essen)  
· family service support  
· subsidized canteen (Essen)  
· corporate benefits  
· Health offers (e.g. fitness club and physiotherapy (Essen), colon cancer  
screening, flu protection, etc.)  
· E.ON Pension Plan for all E.ON employees Business-Development-Manager/in None 2023-03-07 16:10:54.428000