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| Job Code: JC\_SLS\_001 | Job Title:  **Business Development Manager – Manufacturing** |
| Function: Sales & Business Development | Location: **Frankfurt, Germany** |
| Number of Positions : **1** | |

**About Altiux Innovations**

Altiux Innovations is a product engineering company with focus on Consumer Electronics, Homes, Intelligent Buildings, Smart Cities and Manufacturing verticals. We specialize in M2M, IoT, Smart Devices, Mobility and Engineering Analytics, products and services. We offer a wide range of product engineering services across hardware, embedded, web and mobile technologies. Our product offerings include an IoT Toolkit consisting of IoTEE (Internet of Things and Everything Else) management platform, IoTelligence Analytics framework and BoxPWR connectivity middleware components that aid in accelerated development and deployment of M2M applications.

Altiux is founded in 2013 by senior leaders with several decades of experience in product engineering for Fortune 100 MNCs and startups. Altiux is funded by BitChemy Ventures, technology incubation arm of a $1B group with presence across 10 countries and 8 industry sectors.

**Role Brief**

We are looking for a seasoned business development professional who can build business for Altiux IP, Services and Solutions with Manufacturing, Energy, Oil & Gas and Utilities customers in Europe

**Responsibilities**

* This is a consultative solution selling role and candidates should have strong experience in working with prospective customers in identified segments, understand their needs and conceptualize solutions to address their requirements
* Own and drive the sales/go-to market strategy for high-value IP solutions & services
* Sell Altiux portfolio of M2M platform, sensor networks technology, analytics solutions and services to Manufacturing, Energy and Utilites sectors
* Analyze the M2M Platform market activity and industry trends and provide competitive intelligence to the leadership team
* Work with company leadership in defining sales targets, establish and execute a plan to successfully achieve the same
* Identify, evaluate and purse new customer opportunities
* Coordinate with R&D and engineering groups in building prototypes, reference platforms and solutions based on identified business opportunities
* Steer RFP, RFQ and bid management activities for multiple new and existing customer engagements
* Define innovative engagement and commercial models in alignment with needs and goals of customers and company
* Negotiate & close customer contracts and requirements
* Build & establish customer relationships and serve as Account Manager for key customer accounts
* Steer customer outreach programs and spearhead participation in industry events along with marketing team
* Identify and drive strategic partnerships with system integrators, suppliers, industry bodies & other ecosystem entities

**Requirements**

* 7-10 years of work experience with at least 5+ years of direct sales experience in the European market and a track record of consistently exceeding sales targets
* Experience in new customer acquisition (hunting) in one or more of the following verticals is mandatory – Industrial Automation, Manufacturing Process Control, Plant MES, SCADA, Manufacturing Analytics, Clean Energy, Sub-station automation, Electrical distribution etc.
* Experience in selling high value solutions and IP licensing, risk/reward, outcome-based revenue models
* Should have successfully anchored and closed high value deals (TCVs in excess of 3 M USD)
* Keen understanding of the M2M/IoT Market will be a plus
* Ability to engage at the CXO level
* Ability to strategize and define go-to-market along with company leadership
* Strong selling and negotiation skills
* Should be legally authorized to work in the Continental Europe