

(JUNIOR) BUSINESS DEVELOPMENT MANAGER DIGITAL ENERGY SOLUTIONS (M/F/D)

Application details:

Position type: full time

Entry date: as soon as possible

Contact person: Simon Bauer, Team Digital Solutions

Application documents per mail to: bewerbung@inno2grid.com

inno2grid **Digital Solutions** operates as the Digital Solution Center for Schneider Electric and as such develops innovative solutions and software products along the existing hardware product portfolio. We are based on the EUREF campus in Berlin and have excellent opportunities to develop promising ideas in this environment. We want to break new ground and always be one step ahead when it comes to digitalisation - that's what drives us. We are looking for people who can contribute their enthusiasm, talent and expertise and shape digitalisation in the Energy and Mobility segments together with us.

Your responsibilities:

As a Business Development Manager, your focus is on identifying business opportunities and developing business development strategies around digital solutions and products for sustainable energy supply. You will develop and implement measures, initiatives and concepts as well as market launch plans for end-to-end solutions in the field of sustainable energy supply. You will implement these in close coordination with the business owner and product management. In addition to the close contact with our shareholders, the active exchange with external partners and customers is also in your area of responsibility.

You will feel at home in our innovative working environment, where product requirements are constantly changing. You are a team player and regularly discuss ideas, requirements and solution proposals with the business and product team.

Main areas of activity:

- Investigation of current market developments, analysis of existing business models and identification of new business opportunities for digital solutions and products in the energy industry
- Analysis of regulatory and commercial framework conditions for digital solutions and products in the energy industry

- Development of business cases for digital solutions and products in the area of neighbourhoods and areas as well as virtual power plants
- Development of end-to-end offers with internal and external stakeholders
- Development and implementation of a go-to-market strategy
- Close cooperation with the product management
- Preparation of meaningful decision documents

What you bring:

- Completed studies in industrial engineering, (business) informatics, business administration or economics, or a comparable degree programme
- At least 3 years of professional experience in business development (or similar)
- Experience and previous knowledge in the field of energy management
- Knowledge of agile working methods, strong communication skills, customer-oriented thinking
- Experience in the management of projects is an advantage
- Strong analytical skills, solution-oriented thinking
- Very good knowledge of German and English
- High level of commitment, reliability and willingness to organise yourself

Benefits

- Flexible working hours with the possibility for remote work
- Mobility budget for the flexible organisation of your commute
- Innovative workplace at the EUREF Campus and international environment

inno2grid as an employer:

We are a young team and enjoy developing and implementing holistic, customer-specific solutions. Inno2grid is a joint venture between Schneider Electric and DB E.C.O., whose development is shaped by its employees.

A job at inno2grid offers you a varied activity in an innovative company with a **high degree of personal development potential**, the opportunity for self-fulfilment in **flat hierarchies** as well as the prospect of a **long-term professional perspective**. inno2grid relies on personalities who are characterised by entrepreneurial thinking and action, a goal- and value-oriented mentality and a passion for new things. In addition to the outstanding professional qualifications and competence of its employees, inno2grid relies on their above-average initiative and responsibility, ability to work in a team and flexibility, willingness to perform and motivation.

Whether on the beach volleyball court during the break or at a barbecue, it is important to the i2g team to spend time together not only in the office, even if it is in a particularly beautiful location on the **EUREF campus**.

Interested? Then send us your application to: bewerbung@inno2grid.com