

OPAL-RT Technologies is looking for a Business Development Manager

OPAL-RT Germany GmbH, the German subsidiary of OPAL-RT Technologies for the DACH region, is looking for a business development manager to cover our market in Germany.

Embrace the opportunity to be at the forefront of cutting-edge computing technologies by joining OPAL-RT. Our dynamic work environment provides you with the chance to play a crucial role in advancing renewable integration, spearheading the transition to green energy, and driving innovation in transport electrification.

About OPAL-RT Technologies:

World leader with strong growth, OPAL-RT is always looking for new talents to join a dynamic and ambitious team. Our real-time simulators enable our customers to reduce development costs and time-to-market, increase quality and promote innovation.

Our products are at the heart of the development cycle of the embedded control systems of many industrial groups (General Electric, Schneider Electric, Maschinenfabrik Reinhausen, Rolls-Royce, Keysight, Volkswagen, Bosch, ...). Leading research laboratories such as Fraunhofer Institutes and many universities (Technical Universities and Hochschule) are also relying on OPAL-RT technology to investigate new concepts in many areas, such as power systems (microgrids, HVDC, ...), power electronics (new power converter topologies), automotive (electric motors, battery management systems, ...) and aerospace (more electrical aircraft, landing systems, ...) applications. These are just a few examples of our solutions that are also used in aeronautics, space, defense, maritime, railway and oil and gas.

Main responsibilities:

- Promotion and sale of OPAL-RT solutions to industrial companies, research institutes and universities for power systems, power electronics, automotive and aerospace applications
- Achievement of sales and sales targets with assigned sales responsibility in Germany as part of the DACH region (sales territory to be discussed)
 - Acquisition of new customers: Define and execute a strategic plan to approach and access new accounts
 - Maintain relationship with existing customers to foster repetitive business
- Management of complex sales cycles, including the generation and qualification of new opportunities, negotiations and sales closing
 - Leverage strength of our business partners to identify the best way to contact and approach for the customers
 - Organize the response to customer requests, as a real "conductor", by mobilizing the whole of our organization (pre-sales, R&D, management, ...)
- Product presentations of innovative and technically complex systems (basic software demonstrations would be an added-value)
- Handling of German and European tenders
- Participation in marketing activities: trade fairs, conferences, workshops

Requirements:

- Qualifications: Master's (or Bachelor's) degree in electrical engineering, automation technology, mechatronics, computational engineering or industrial engineering (or other relevant technical field).
- Experience: minimum 2 years in technical sales or business development (or as a field application engineer) for solutions such as computer simulation, or other in the field of automatic, electronic or embedded systems. Knowledge of simulation tools such as MATLAB/Simulink (or even real-time simulation tools) would be a plus.
- Language skills: fluent in English and German (C1), French would be a plus.

- Personality: integrity, curiosity, flexibility, spirit of synthesis, very good relation and communication skills, team player.
- Willingness to travel: primarily in the assigned sales territory and partly also throughout Europe.

Team & Management:

You join an enthusiastic, dynamic and enterprising team and report directly to the sales Director of OPAL-RT Germany.

You benefit from the support of the pre-sales technical team and the management team to achieve your goals.

Benefits:

- Excellent working conditions and great prospects for professional development in a rapidly growing branch and an exciting, high-tech environment.
- Flexible working hours and independent time management split between office and home office.
- Positive, dynamic and flexible work environment that promotes accountability and autonomy.
- Our existing customer base is a solid platform for developing new accounts.
- Attractive remuneration package with fixed salary and performance-related bonus
- Company car or Bahn-Card 100 after probation period.

Workplace:

This post is ideally based at OPAL-RT Germany's office in Nuremberg. Shared office in Cologne can be considered, remote work from other parts of Germany could be discussed.

You will be brought to work with your colleagues in Canada and around the world. Frequent trips to the customer sites in Germany are to be expected (at least 25%).

Type of contract:

Permanent, Full-time.