



## Business Development Manager

Location: Munich, Germany

[www.plus.ai](http://www.plus.ai)

As Business Development Manager your task will be to identify and develop business opportunities, partnerships and new business models in the highly innovative space of autonomous trucking.

You will analyze the market environment, observing dynamics of partners, market, customer and competitor trends and develop a Go-To-Market strategy.

You will work in a highly interdisciplinary, global team environment and collaborate with key players of the automotive and logistics eco-system.

### Responsibilities

- Generate and provide market intel regarding customer landscape, mobility eco-system, trends in market, legislation and competitors
- Help develop relationships and new business opportunities with major OEM, fleets & T1
- Develop business models and business cases with customers, partners and other eco-system players
- Manage and establish strategic relationships with key suppliers
- Support operational project planning & execution (logistics, commercial contract review & negotiation)

### Qualifications

- Passionate and curious about the future of logistics, autonomous trucking technology and new business models.
- +3 years experience in the field of business development, sales and partnership development.
- Strong and experienced in analyzing and developing business cases/ business models.
- Strategic and analytical thinking with good marketing sense.
- Strong in external and internal communication across different levels, both in English and German (written & verbal).
- Automotive knowledge and/or experience within the logistics/ fleet landscape preferred.
- Team-player with flexible and open mind-set.



### Your opportunities joining Plus

- Work, learn and grow in a highly future-oriented, innovative and dynamic field
- Shape the future of logistics and trucking with your expertise
- Wide range of opportunities for personal and professional growth and development
- Cross-country travel as a technological pioneer and ambassador.
- Work in a highly professional and international environment with strong work ethics
- Opportunity to be a pioneer in a disruptive field with high impact on the environment
- Competitive and fair compensation structure.

Apply at: [https://plus.ai/job.html?gh\\_jid=5829825002](https://plus.ai/job.html?gh_jid=5829825002)