

karrierego!

Region: Kanton Zürich

Innovation is your passion! Our client is an ICT infrastructure provider which is fully committed to provide innovative solutions to all customer's needs. One of the company's many drivers is the technological breakthrough to reshape the world in which we live and work. To strengthen the APP Ecosystem team, we are looking for a competitive and qualified person as

Business Development Manager Apps-Ecosystem (f/m)

Your Responsibilities Expect exciting and challenging responsibilities to be the key-influence person for building and developing mobile services in the Ecosystem, such as Apps, Games, Movies, Music, eBooks and VR. As a product manager for mobile services and apps, your main tasks will be business development and acquisition on the Swiss provider market for Apps in Banking and Social Media. You will be responsible for certifying and offering services and solutions. Your knowledge and network within the Swiss key stakeholder system will support you in growing the strategic partnership and mobile content catalogue and managing all commercial discussions and partner relationships in Switzerland. You will take the Project Lead in Apps developments, and you will collaborate and liaise with the WEU product center. Together with your colleagues, you will proactively develop accounts on targeted lists by utilizing and maintaining the corporate database. You will be proactive in researching and finding opportunities in the customer AI industry. You will take the lead in building relationships with key decision makers at target accounts, identify project needs and business issues and conduct individual needs analysis. You will effectively communicate the value propositions to key decision makers with respect to appropriately chosen offerings. Your responsibilities include participating in product demonstrations, meetings and supporting marketing materials. With great foresight, you will be on top of industry trends and be knowledgeable of competitors' current and future offerings.

Your Profile You have at least five years' experience in a similar role and experience in business development as well as sales and consulting activities. Experience in account development and/or working for a lead technology firm, or in a similar capacity, is an advantage. You have experience in working in the software and app development field and understand how to translate the technical information into the business language for partners. You have demonstrated strong presentation skills and excellent interpersonal and leadership skills. You bring excellent networking and relationship building skills to the team, are self-motivated, proactive and target-oriented with a strong ability to learn and ability to manage multiple tasks in a culturally diverse and high paced organization. You are fully fluent in English and Swiss-German, and have a Swiss and/or EFTA/EU passport, or are otherwise eligible to work in Switzerland.

Your Perspectives You will enjoy all the advantages of a successful company offering an exciting professional career in one of the leading growing multinational telecommunication companies. Training and personal development are ensured in Western Europe and abroad, as is a competitive salary package.

If you are interested in this exciting position, please send us your application in English.