

OUR TEAM IS CURRENTLY LOOKING FOR A SENIOR MARKET & PARTNER MANAGER FLEETS (F/M/D)



DIGITAL CHARGING SOLUTIONS GMBH

is a joint venture of BMW Group & Daimler AG, that offers start-up feeling with a powerful corporate background. We believe in E-Mobility! And you?

SENIOR MARKET & PARTNER MANAGER FLEETS (F/M/D) – BERLIN

As part of the Business Development and Market Management team, in this role you will build, develop and manage strategic partnerships with our business partners such as Utilities and Charge Point Operators for our OEM, car-rental, leasing and fleet customers.

RESPONSIBILITIES

- Determine best go-to-market strategies and cooperation models for our fleet services in an international context
- Investigate, identify and evaluate potential candidates for strategic partnerships, as well as expanding existing ones
- Promote and establish new avenues for business cooperation with key players in the market
- Take over E2E responsibility to set up PoCs, pilots and full-service rollouts
- Represent the services and brand of DCS in professional settings and at public events

REQUIREMENTS

- Business-, IT-, or Engineering-related university degree at Master's level
- At least 3-4 years of professional experience in the areas of Business Development and/or Implementation/Rollout Management
- Proven track record of experience in developing partnerships and cooperation projects
- Outstanding networking skills and a proactive, outgoing approach combined with strong and proven negotiation skills
- Experience in the automotive or energy sector, preferably in the field of e-mobility
- Sound knowledge of vertically integrated products and services
- Willingness to travel and represent DCS at conferences, fairs and events
- Excellent verbal and written knowledge of German and English

We offer a unique opportunity combining the energy of a start-up with an enthusiastic international team within an innovative space.

Excited about shaping the future of E-Mobility services? Then send us your application (CV, motivational statement, earliest starting date and salary expectations). We are looking forward to hearing from you!

ELECTRIFY YOUR CAREER!
APPLY NOW!

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