



**Team up with us!** Vincotech, a group company within the Mitsubishi Electric Corporation, is a market leader and reliable partner in power modules. The enterprise develops and manufactures high-quality electronic power components for motion control, renewable energy, and power supply applications.

Headquartered in Unterhaching near Munich, Germany, Vincotech also owns and operates a production site in Bicske, Hungary, and maintains sales offices around the world. With some 800 employees worldwide, Vincotech delivers off-the-shelf products and application-specific solutions with utmost empathy for customers' needs – fast and flexible.

To reinforce our Sales & Marketing team based just southeast of Munich, we are seeking a

# STRATEGIC BUSINESS DEVELOPMENT MANAGER [all genders]

## Your skills are in demand. We need you to:

- / Provide detailed analyses and assessments to enable the Management Board to devise the right strategy in terms of applications, markets and technologies
- / Accurately assess the market, furnish actionable insights into the market and value chain in order to contribute to the business strategy and product development
- / Present your perspective on the market's size, dynamics and situation by collecting primary market data and conducting plausibility checks to qualify secondary sources
- / Conduct market, competition and portfolio analyses and assessments
- / Investigate market potential, trends and technologies to pinpoint new prospects
- / Collaborate with diverse departments, managers and stakeholders to identify and seize market, industry and business opportunities while mitigating risks
- / Draft strategy documents, business plans, and support shareholder reporting
- / Engage with managers and staff to collect, analyze, structure and consolidate information
- / Partner with all stakeholders to execute the business mission
- / Establish and maintain relationships with market analysis and research companies, associations and communities

## Your credentials are persuasive. You have:

- / Earned a degree, preferably in electronics and ideally with added business or industrial engineering qualifications
- / At least three years' experience in sales, strategic marketing or business analysis in the electronics/semiconductor B2B industry, preferably in the industrial power market
- / Experience managing cross-functional teams and international projects
- / A proven track record managing complex projects with stakeholders on all levels
- / Good working knowledge of our market and competition
- / Ideally, gained some experience and insight working on corporate strategy-related tasks, perhaps as an intern
- / An open-minded and straightforward personality

## Your are:

- / A team player with excellent interpersonal communication skills
- / Very good at building rapport, networking and managing relationships
- / Customer-focused with outstanding analytical and conceptual skills
- / A strong strategic thinker and planner
- / Highly self-motivated and results-driven
- / Able to push projects and take the driver's seat
- / An excellent presenter and negotiator
- / Fluent in spoken and written English [German skills are an advantage]

## We walk the talk. We offer an opportunity for you to:

- / Take on the role of a real strategic influencer in terms of markets, technologies and applications
- / Be part of a motivating company culture where flat hierarchies and quick decision-making are realities rather than wishful thinking
- / Find long-term career prospects, an attractive salary, very good benefits– all this can be part of your priority package at Vincotech

We welcome your application and look forward to discussing how Vincotech can become your next career choice.

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EMPOWERING YOUR IDEAS

Vincotech