



OLEDWorks has a unique, thrilling and challenging opportunity for an **Business Development- and Product Manager Mobility**. We are in the business of developing and manufacturing Organic LED (OLED) solid-state lighting (SSL) panels and modules. This is an exciting technology that has real impact on light quality, sustainability and energy savings. As a member of our team you will have the privilege of working with an organization that is amongst the best in the world for OLED technology. You will directly work on the -as of today- biggest manufacturing line for OLED-Lighting panels.

We need you:

Business Development- & Product Manager (f/m)
in the Mobility / Transportation segment including Automotive

Job Description/ Tasks:

Market understanding

- Gain fact-based market insight including customer needs and competition and recognize trends within the mobility / transportation industry, with particular emphasis on automotive
- Evaluate and define Market fundamentals for new product development in the relevant segments, including both new applications for rigid, but also flexible panels

Business Development / Account Management

- Analyze and structure processes and customer demands for OEMs and OEM-suppliers in the segment mobility, including automotive
- Perform Market analysis and derive potential for our products and actively support business plan development for this segment
- Develop a go to market strategy and specify relevant applications for our products
- Closely work together with Engineering and Logistics to provide sales forecasts and demand requirements
- Being interface to the customer through the entire sales process

Product management

- Define proposition and specification requirements
- Develop competitive product positioning,
- Work with R&D on product specifications and roadmap definition, and represent Marketing in development reviews
- Plan and execute product introductions including necessary marketing collateral development

Qualifications and skills:

- Business Administration, Industrial Engineering (*Betriebswirtschaftslehre, Wirtschaftsingenieurwesen*) with technical affinity
- 5 years of experience in global product portfolio management of lighting-related products within the mobility segment - automotive preferred - or in business development, or trade marketing with various channel partner types

- Familiarity with the segment transportation especially automotive
- Adept at working in a multi-stakeholder environment, across different functions and countries
- Self-starter with a high energy level, comfortable working in an early market bearing an element of uncertainty
- Ability to comprehend and communicate technical information, strong coaching and training abilities
- Excellent verbal and written communication skills, also in English

We offer

Attractive salary and additional benefits. Creative leeway and quick decision-making in a flat hierarchy. Modern workplaces and an open, team-oriented and informal culture. An accessible business location in the border area of Germany, Belgium and Netherlands.

If you are excited about building our company with us, we look forward to receiving your application stating remuneration expectations and earliest start date.

Please send to:

OLEDWorks GmbH, Personal, Philipsstr. 8, 52068 Aachen or, preferably online at careers@oledworks.com