



Innovation Manager

Description of the Position:

- *Write business proposals and prepare presentations to potential clients and stakeholders.*
- *Work directly with the CEO to ensure professional engagement and deliver quality proposals that emphasize the customer needs.*
- *Start and manage the full sales cycle, coordinating pre-sales and specialist resources as needed.*
- *Understand and analyze the needs of prospective customers and respond effectively with a plan on how to meet them via our solutions.*
- *Think strategically and set aims and objectives to develop and improve the organization.*
- *Negotiate on terms and conditions of the sales and service agreements.*
- *Provide input from a customer perspective to tech and marketing projects involving the design of new products, services and solutions.*
- *Develop the business development strategy in order to increase the company customer base and its revenue streams.*
- *Carry out careful strategic and tactical planning for partnership growth as well as build the business development processes needed to meet organization's goals.*
- *Brief and guide the execution team (both the tech team and the Innovation Programs' team) to ensure quality deliverables based on customers' needs.*
- *Meet with customers/partners face to face or online.*
- *Retain and foster relationships with existing clients and partners.*
- *Keep abreast of trends and changes in the startup world and the innovation ecosystem.*
- *Identify the right ecosystem partners and shape and formalize those relationships to drive initiative growth.*

Obligatory Skills & Requirements

- *Knowledge in the Field Industry 4.0, Startups & Innovation, Digital Transformation.*
- *Excellent demonstrated problem solving skills for related applications and processes.*
- *Superior analytical thinking skills, intellectual rigor and curiosity and problem-solving capability.*
- *Excellent people skills and ability to present recommendations to senior executives.*
- *Excellent communication, listening and writing skills in English.*
- *Project management skills/ability to multitask and prioritize.*

Sounds interesting? Come and work with us! Send us your CV or a short video describing yourself and why you would like to join us at: joinus@thefounderhood.com.