



DJI GmbH Recruitment 2017

Position 3. : Senior Business Development Manager Europe

This position will be based in Niederlauer, Germany or Barendrecht, Nederland

Description:

- Manage the European Business Development Team.
- Develop and establish longterm and deep relationships with Channel Partners, Institutions, Filmschools, Industry- and Content Partners, Governments, Universities, NPOs, Corporations, SMEs and Solution Providers..
- He/she will also be a key player in online and social components of company's outreach.
- This role will be instrumental in maintaining, creating and setting up successful partnerships in Europe and coordinate efforts to attract new and young talents from premiere universities.
- Additionally we expect this candidate to establish deep personal relationship with above mentioned organizations to help institute DJI products and technologies.

Requirements:

- At least 5 years experience of working in the field of Business Development, University and Government relationships
- Strong B2B partnership management skills
- Profound knowledge of European academic and government landscape
- Strong analytical skills
- High business acumen
- Self driven
- Experienced in working in ambiguous environments
- >33% Travel Required
- Program management skills
- Excellent senior communication and writing skills
- Deep experience in online / social engagement
- English and German necessary, additional languages a plus (French, Spanish, Italian, Chinese preferred)