



## **Business Developer and Product Manager (Software)**

Gilytics is an acknowledged ETH Spin-Off company providing IT solutions to plan linear infrastructures, grids and distributed energy plants combined with 3D visualization for enhancing the communication with local authorities and communities.

### ***Job Purpose:***

- business development and sales strategies
- analysis and identification of market opportunities, customer segmentation and revenue streams,
- quantification of the ROI for each customer segment and be an expert of the competition
- definition of “go to market” strategies working with Sales,
- contacting new and existing Gilytics clients
- define the product strategy and product roadmap
- track and report on risks, product evaluations and strategy decisions
- develop the core positioning and messaging for the products
- actively identify and generate prospects through strategic sales strategies focusing on customers in target markets.
- set pricing to meet revenue and profitability goals
- brief and train the Gilytics business development team

### ***Success Profile:***

- willing and enthusiastic to work in a dynamic startup environment
- proven working experience in product management
- proven ability to develop product and marketing strategies in B2B market
- Experience and knowledge in energy market is a big advantage
- understanding and experience in software, GIS (Geographic Information Systems) and web technologies is a big advantage
- strong problem-solving skills and willingness to roll up one’s sleeves to get the job done
- skilled at working effectively with cross functional teams
- excellent German and English written and verbal communication skills

### ***Minimum Requirements:***

- strong interpersonal and relationship building skills
- comfortable working independently
- flexibility and a positive attitude
- ability to handle demanding, difficult, or emotional clients and users with diplomacy
- ability to multitask between users across multiple products and platforms simultaneously

If this position raises your interest and you are confident to be able to take over such challenges and you are motivated in being part of a startup, send your application to [info@gilytics.com](mailto:info@gilytics.com)