



(Senior) Business Development Manager (m/f/d)

DSA specialises in innovative communication solutions for vehicle electronics. With our teams of experts, we deliver modular software and hardware solutions for the entire life cycle of vehicles. Combining your technical knowledge with market expertise, you will provide targeted customer support and promote our sophisticated solutions for the automotive industry. As the link between our customers and our company, you will be responsible for customer relations, sales leads and customer enquiries.

Your Tasks

- For a deep understanding of the DSA product portfolio and the corresponding customer environments (IT, electronics, production systems and/or connectivity solutions), you keep yourself constantly up to date.
- As a key contact person for our customers, you will be responsible for analysing requirements and providing advice and building sustainable and cooperative customer relationships.
- You are responsible for carrying out market and competition analyses and evaluating them with regard to potential partnerships.
- You will support and maintain existing customer relationships.
- You cooperate and communicate with internal stakeholders.
- You will present our products, represent DSA at trade fairs and events and be responsible for preparing offers.

Your Profile

- You have a technical degree, preferably with a focus on electrical engineering, computer science, industrial engineering or a comparable qualification (B.Sc./M.Sc./FH/TH).
- You have a very good command of written and spoken German and English, other language skills are a plus (especially Spanish, French, Portuguese, Chinese).
- You have several years of experience in account management, ideally in the automotive sector.
- Self-motivated and independent work in the dynamic atmosphere of a technical company with a large international customer base is your strength.
- Your high level of interpersonal skills, your communication skills, your passion for a career in a technical/commercial environment and your negotiation skills complete your profile.
- You have a driving licence and are willing to travel within Germany and Europe, possibly even worldwide.
- Ideally, you will have experience in sales and CRM tools as well as knowledge of the organisational and decision-making structures of automotive companies.

Our Offer

- Our growing, globally established company offers you creative leeway in an exciting environment.
- We enjoy a modern working culture with a flat hierarchy, short communication processes and individual opportunities for personal development.
- We have flexible working hours, including the opportunity to work remotely.
- In addition to regular company events, you can also take advantage of a job bike and a subsidised ticket for public transport ("Deutschlandticket").
- On top of that, we offer a coffee flat rate and an incomparable panoramic view of the Eifel.

DSA Compact:

Business Areas

- Vehicle development
- Production
- After-sales
- Connected vehicle
- Logistics and quality assurance

Customers

- International automotive industry
- Commercial vehicles, agricultural machinery and building materials industry
- Airport logistics

Corporate Culture

- Family-owned business with heart and mind
- Culture of open doors
- Short decision paths
- Team spirit and openness

Employees/Sites

- Over 500 nice colleagues worldwide
- Subsidiaries in China, Italy, South Africa, Mexico, Brazil, India and the USA

Become part of our DSA team and send us your complete application to jobs@dsa.de stating the earliest possible starting date and your salary expectations.

For more information about us visit www.dsa.de/en/career/

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