

Job Opportunity: Business Development Manager – Telecom & Energy Sector

Location: Germany (City to be defined)

About Desigenia:

Desigenia is a leading supplier of energy & infrastructure solutions for the telecom sector. As part of our growth strategy, we are looking to expand our presence in the German market.

We are seeking a proactive and experienced professional to join our team as the **Business Development Manager** for our German subsidiary. The ideal candidate will play a key role in driving business growth by identifying opportunities, engaging with potential clients, and representing Desigenia in the market.

Key Responsibilities:

- Identify and pursue new business opportunities with prospective clients.
- Develop and maintain a robust pipeline of potential projects.
- Lead negotiations with public and private entities.
- Prepare detailed reports and dashboards to track progress and inform strategy.

Requirements:

- Minimum 5 years of experience in the fixed and mobile network industry.
- In-depth knowledge of the German telecom market.
- Technical understanding of fiber optic and mobile network infrastructure.
- Proven commercial experience with excellent customer and supplier relationship management.
- Project coordination experience.
- Willingness to travel extensively within Germany.
- Valid driver's license
- A strong professional network will be viewed favorably
- Language skills: Native German, fluent English (Spanish is a plus).

What We Offer:

- Full-time employment.
- Remote work with the flexibility to choose your location within Germany.
- Flexible working hours.
- Competitive salary tailored to your qualifications.
- Company car

If you are passionate about the telecom & energy industry and ready to take on a challenging and rewarding role, we encourage you to apply and be part of Desigenia's exciting growth journey!

If you are interested, please apply by sending your CV to andres.gonzalez@desigenia.com