

# Eaton Career Opportunity

We make big ideas work.

## Strategic Business Development Manager (m/f/n)

The Technology Centre in St. Gallen, as a key-part of the Business Line Industrial Controls and Protection (ICP) in Bonn, focuses on the development, production and sales support of automation products, software, and solutions, which are used by well-known machine and plant manufacturers worldwide.

As a Strategic Business Development Manager, you will develop, drive, and manage all growth programs / Key strategic initiatives in an agile way with cross functional teams in the Electrical Sector. The Business Development is the front-end interface for ICP and is closely aligned with country sales organization, customers, partners, segment management, marketing, and GPL to make ICP the preferred choice to do business with. The Business Development connects with product management and engineering to translate structured market, segment and application input into strategic roadmaps and technology.

### Your responsibilities:

- Working with the management and supports the definition of the market oriented ICP Strategy
- The focus is to develop and execute the growth programs / Key strategic initiatives of ICP
- Driving defined key strategic initiatives or growth programs derived from the strategy planning process to move ICP into the direction of the overall strategy
- The Strategic Business Development Manager will prove for each defined growth program:
  - structured market input, future trends, and competitive conditions
  - changes in the market and legislative requirements and recommend or implement actions to meet changing circumstances as required
  - future business opportunities
  - Eaton's internal capabilities
  - strategic partnerships and M&A opportunities
  - the future strategic positioning and go to market approach
  - a solid business case and action plan

### Your Profile:

- Customer-oriented and solid business development skills (market/trend understanding, customer communication skills, etc.)
- Bachelor's or master's degree in economics/communication/marketing or industrial engineering
- No less than 8 years work-experience in Electric/Electronic sector in the industrial field
- Demonstrated experience in developing business strategy, planning and budgeting analytical skills
- Demonstrated ability to drive growth in a highly technical sales environment
- Good organizational and project management skills
- Experience in collaboration with distributed („virtual“) teams at different international locations, strong communication & presentation skills
- Very good problem-solving skills
- Proven ability to see the big picture, break communication silos and keep customer focus
- Full professional proficiency in English and German

### **What Eaton offers:**

- Excellent working environment
- Highly engaged, motivated and innovative team
- Cross-cultural and international working environment
- Flexible work time
- Inclusion & Diversity - Openness to diversity widens our access to the best talent. Inclusion allows us to engage that talent fully.

If you identify with this profile and would like to be part of a successful team, we look forward to receiving your application in our online portal at [www.eaton-jobs.com](http://www.eaton-jobs.com) (job number: 119866) or by e-mail.

**The next step is yours**

### **Your contact:**

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