Consultant Business Development

**Possible roles & tasks**

- Identify and acquire adequate cooperation partners
- Recognize the potential of your customers and explain the advantages of working with our technology consulting engineers.
- B2B customer acquisition over the phone, via social networking and directly at the customer’s location
- Create presentations and lead status meetings with current clients
- Establish and grow your team of engineers. Have a significant impact on the professional and personal development of your peers through conducting workshops, assessments, and trainings

**Profile**

- Successfully completed studies in sales, marketing, management, physics, industrial engineering, applied engineering, or similar courses of study
- Enthusiasm for new technologies, as well as the openness and willingness to quickly familiarize oneself with new topics
- Experience with cold calling and technical sales
- Background in engineering is preferred
- Good communication, leadership, and negotiation skills
- Business fluent German and very good English

**Benefits**

- Individual Trainings
- Team Events
- OnBoarding Week
- Global Network
- Personal Mentoring
- Innovative working culture
- Own Hardware

**INVENSIETY**

We are an innovation and technology consultancy with an international orientation. We support our customers with individual solutions for technological challenges throughout the entire development process.

Our customers are mainly from the high-tech industry, including automotive and transportation, aerospace, medical technology, energy and telecommunications. Our Detroit office focuses on the automotive and transportation industry.

We have offices in the US (Detroit, MI), Germany (Hamburg, Düsseldorf, Wiesbaden, Stuttgart, Munich), Spain (Barcelona), the Philippines (Manila).

**Your application**

If you share our passion for technology, apply now with your CV, your relevant certificates and, if applicable, your current work/residence permit:

**Career.usa@invensity.com**

Any questions? +1 (313) 209-6810

start.invensiting.com