

BUSINESS DEVELOPMENT & CUSTOMER SUCCESS MANAGER

JOINT VENTURE START-UP FOR „DIGITAL PRODUCTION-AS-A-SERVICE“

» Focus: Production Technologies

COMPANY PROFILE

The sports-car manufacturer Porsche, its management and IT consulting subsidiary MHP, and the insurance group Munich Re have founded a joint venture – the “Flex-Factory”. This aims to make the production of small series of all kinds of different products in the manufacturing industry more flexible and cost efficient. The FlexFactory serves as a consultancy and business enabler and offers the knowledge and corresponding services needed to set up the flexible production as a service concept from a single source (“Digital Production as a Service”). In addition, it supports the actual implementation of the specific customer project. The FlexFactory acts as a start-up outside of its shareholders for a high degree of freedom and speed enabling us to build a company and to develop business from scratch – maybe together with you!



YOUR CHALLENGE

Business Development:

- » Developing and executing a comprehensive Go-to-Market strategy, e.g. by identifying and prioritizing external customers in manufacturing industries, and ramping-up a sales funnel
- » Acquiring qualified sales leads, e.g. by convincing and leveraging a broad network of customers with compelling proposals, and driving them into finally real project orders
- » Identifying further reference cases across the entire manufacturing process of an automotive OEM already related to the joint venture and realizing the implementation

Customer Success Management:

- » Beyond continuously consultative selling, executing project delivery by orchestrating both the joint venture's and the shareholder's resources in order to ensure customer success

Partner Network Development:

- » In the short-term, identifying existing ecosystems or partner networks concerning production technologies and IT solutions for manufacturing industries and establishing business relationships in order to extend and accelerate potential offerings for different use cases
- » In the mid-term, establishing a dedicated ecosystem or partner network focusing on digital production-as-a-service in order to shape a unique and versatile offering via an open platform

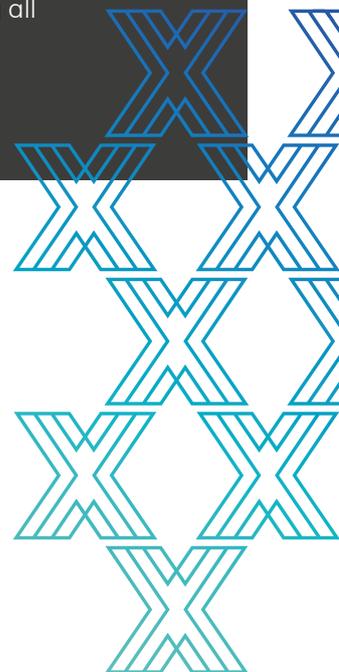
Start-up/Company Development:

- » Managing all manufacturing-related requests as the single point of contact connecting all required resources of the customers, partners, and shareholders
- » Taking ownership for additional challenges related to building a start-up company

YOUR QUALIFICATIONS

Production-related Experience:

- » Technical course of studies in Production Engineering or Technology
- » 5-7 years of professional experience in manufacturing industries or in technical consulting of these industries, e.g., automotive manufacturers and suppliers, industrial goods manufacturers, or other discrete manufacturing or process industries
- » Rather broad range of cross-functional experience across a typical manufacturing process preferred, e.g. ranging from production planning until quality assurance
- » Preferably experience in highly innovative and investment-heavy high-tech production technologies, e.g. additive manufacturing/industrial 3D printing or industrial laser, and in use cases related to individualized production of small lot sizes



YOUR QUALIFICATIONS

Business Development/Start-up Experience:

- » Preferably track record in business development and sales, e.g. related to offerings of suppliers or industrial goods manufacturers to OEMs
- » Holistic understanding of economic implications and framework of the decision to build a large production facility is a plus
- » Start-up experience or growth mindset to build a company and to develop business from scratch as well as to solve complex problems in a solution-oriented manner despite high uncertainty

General Requirements:

- » Willingness to perform the extra mile and hands-on/just-do-it mentality in daily business
- » Strong team player with a desire to take personal ownership/accountability in a small team
- » Flexibility to travel (predominantly Germany and Europe) ranging from approximately 40% per week (combined with remote work as much as possible) to maximum of 80% per week under exceptional circumstances
- » Both German and English on a professional level (written and spoken)

YOUR NEW WORK ENVIRONMENT

- » Creative freedom to build a company and to develop business from scratch
- » Almost no hierarchies and freedom to take ownership and to grow personally
- » Remote work as standard in short-term and a frequent option in future
- » Open office spaces in central city locations planned in mid-term (currently both Frankfurt and Munich are already available realistically; further locations to be discussed with you)
- » Financially stable start-up backed by three strong shareholders

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