



▶ IIoT Business Development Manager (m/f/x)

- **Location:** Mannheim, Germany or remotely
- **Position:** full-time employment



About CloudRail

CloudRail is a fully managed solution to acquire data from industrial environments, preprocess it locally and send it to any cloud – Plug&Play. We build bridges between the shop floor and the cloud to enable companies from all over the world to finally take their first step in the direction of the Industrial Internet of Things (IIoT). Our goal: Prove value fast and move away from fancy PowerPoint slides to real world use-cases.

We don't strive for good solutions, we strive for remarkable solutions. We hire the best, no matter where they come from. Ready yourself for a vibrant and fun work atmosphere where we focus on solving big problems everyday. We share a common goal: to create the best experience for our customers around the world. At CloudRail we tackle solutions head-on, together. Let's put a CloudRail device in every single factory in the world!

About The Role

We are looking for an experienced Business Development Manager (m/f/x) who understands the IIoT segment, identifies demand for OT/IT connectivity and scales business through our alliance partners like IT system integrators, cloud-providers and sensor vendors.

What You're Responsible For

- Collaborate with global CloudRail alliance partners (IT system integrators / cloud-providers) on go-to-market strategy, messaging, webinars and demand generation
- Bridge the gap between IT and OT on end-customer projects
- Actively manage lead pipelines and sales campaigns
- Pitch the CloudRail solution using a combination of hardware and software to end-customers, as well as on trade fairs, webinars and events
- Work closely with product management on the roadmap of new features, pricing strategies and marketing approaches

Your Skills

- You have worked and/or consulted in one or multiple areas such as IoT, Industrie 4.0, Industrial Manufacturing, Automation, Connected Machines, SaaS / PaaS for industrial applications
- You have experience with cloud-based services and architectures, especially with AWS and Microsoft Azure
- You know how to scale up businesses and drive sales revenue
- You have great communication skills and intercultural knowledge
- Business-level proficiency in English, German skills preferred
- High level on self-organization in a result oriented working environment



What You Get Out Of This Opportunity

- Interact directly with CloudRails key partners, customers and cloud-providers like AWS or Microsoft Azure
- Shape the sales process and contribute directly in the growth of CloudRail
- Competitive compensation
- Flexible working hours
- Optional participation in our Employee Stock Options Plan (ESOP)
- The opportunity to become part of the highly recognized IIoT startup that bridges the gap between the shop-floor (OT) and cloud-services (IT)

At CloudRail, we don't just accept difference - we celebrate and support it. We are committed to equal employment opportunity regardless of race, color, ancestry, religion, sex, national origin, sexual orientation, age, citizenship, marital status, disability, or gender identity.

Apply for this job or questions?
jobs@cloudrail.com