

Partner Onboarding Manager (m/f)

Location: Mannheim, Germany

Caruso is a digital B2B mobility data & service marketplace supporting the implementation, differentiation and expansion of the connected mobility business. We are proud of being a trusted partner of companies such as Bosch, Continental, Mobivia, Schaeffler, Vodafone & ZF Friedrichshafen. We owe our growing success to simple principles like openness, courage, passion, curiosity, selflessness, innovation, inclusion and integrity. It is the embodiment of these traits that makes Caruso the marketplace for the mobility ecosystem. It is also what we look for in new employees.

A day in the Life:

- Represent Caruso on relevant market events (fairs, trade shows, events, symposiums, etc.)
- Identify and engage relevant player in focused market segment (and across)
- Identify and realise new business opportunity for Caruso partners
- Monetise existing data and service of partner (exploitation)
- Connect partners to each others for relevant business cases (matchmaking)
- Build and expand partner use cases including data points/services on Caruso market place
- Grow and expand Caruso Partner Network (Phase 1: Europe, Phase 2: North America & China)
- Elicit, document, and manage product requirements for platform development and partner-specific extension
- Cooperation with technical team (in particular Product Design & Development) to ensure development of market-relevant platform functionalities
- Input for prioritisation of partner-requested functionalities for platform roadmap
- Communication/expectation management for interested/active partner on progress of delivery of platform functionalities and platform roadmap

What you'll need:

- At least 5 years of Automotive market experience in international/transnational business or
- At least 5 year of software engineering experience in digital ecosystems
- Excellent network, preferred in Data, Process and Service focused market segments
- Fluent in english, preferably one more EU relevant language

What you'll get:

MacBook, iPhone, coffee, soft drinks, table tennis, internal events, completely flexible working hours, working from home in your PJs whenever you feel the need. But that is not our USP. We offer the unique opportunity to join a rapidly growing start-up backed by the key players of one of the most powerful and exciting industries. We offer real responsibility where your working environment is pretty much a green field so that it is up to you how to interpret and shape your role. We will encourage you in challenging us – you'll have a say in shaping the mobility ecosystem. As we are growing we want you to grow with us; your colleagues and our management will do their very best to support you in defining your desired career path and reaching your personal development goals. We have a great international and diverse team that is fun to work with and we pay a competitive salary too – of course ;)

Sounds good?

Send your application to hello@caruso-dataplace.com including a cover letter, your CV & a brief portfolio and we'll get back to you in no time.