

"Through my work, I contribute to **saving environmental resources** and at the same time improving company processes."

MAKE
IT
WORK



Global Technology Alliance Manager (all gender)

These are your tasks:

- **Shape alliance strategy:** You develop and implement a long-term technology partnership strategy aligned with corporate goals and innovation priorities, focusing on IoT, cloud, cybersecurity, and platform providers.
- **Build strong partnerships:** You identify and negotiate strategic alliances, foster long-term relationships, and drive joint development of technologies, standards, and use cases.
- **Lead integration & execution:** You collaborate with internal teams to integrate partner technologies into Advanced Metering Infrastructure (AMI) 2.0 solutions and lead co-creation and go-to-market initiatives.
- **Drive innovation:** You monitor industry trends and contribute to standardization efforts, helping shape the future of smart metering, connectivity, and digital services.
- **Create ecosystem value:** You build a robust partner network that enables new digital platforms, services, and data-driven business models, positioning the company as a solution-driven leader.

Who we are looking for:

- You have a university degree in business administration, business informatics engineering, or a related field and proven experience in managing strategic technology partnerships in an international B2B environment.
- You have a solid understanding of AMI 2.0, IoT architectures, cloud solutions, cybersecurity, and data platforms.
- You have experience in contract and alliance management as well as stakeholder engagement at executive level.
- You have strong communication and networking skills in combination with a customer oriented, proactive, and independent working style
- You have excellent spoken and written English skills, German, French or Polish is a plus.

Work location: Ansbach (DE), Saint-Louis (FR), Bazanowice (PL)

Job Level: Professional

Working mode: Hybrid working

Working time: Full time

Employment contract: permanent

Division: Diehl Metering

Start: effective immediately

Note: Applicants (m/f/d) with a severe disability will be given preferential treatment if they are equally qualified. If you wish, please indicate your SB status in your application on a voluntary basis.

These are your potential benefits



Professional and
personal develop-
ment



Flexible working
hours



Family-owned
company



Homeoffice



Company mobile
and laptop

Achieve what matters, with Diehl.



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