Business Development Manager – Munich, Germany

Energous Corporation (Nasdaq: WATT) is the Wireless Power Network global leader. Our award-winning WattUp® wireless charging solution is the only technology that supports both contact and distance charging through a fully compatible ecosystem. Built atop fast, efficient, and highly scalable RF-based charging technology, Energous develops silicon-based wireless power transfer (WPT) technologies and customizable reference designs, and provides worldwide regulatory assistance, a reliable supply chain, quality assurance, and sales and technical support to global customers. The company received the world’s first FCC Part 18 certification for at-a-distance wireless charging and has been awarded over 200 patents for its WattUp wireless charging technology to-date.

Our goal is simple: To power everything from the critical tools and devices that keep factories running to the instruments and wearables that monitor patient health – wirelessly. Our next-generation technology – built atop innovative engineering and backed by hundreds of patents – supports a near-limitless range of applications without the need for cumbersome charging cables and ports that limit innovation and are prone to failure. WattUp delivers advanced capabilities and design flexibility to global manufacturers who are building the latest consumer, medical, military, and industrial devices, among many other sectors.

Energous Corporation is looking for an experienced business development professional with deep business knowledge and relationships in the emerging IoT applications. This person will lead/drive our positioning and solution strategy. Success in this role requires a mix of thought leadership, strong business development, and partner engagement. This is a senior leader with a successful track record of developing a business case, leveraging strategic relationships, and leading successful customer implementations from concept to revenue.

**Essential Duties:**

- Shape the strategy and investment in driving the strategy for IoT markets related to smart homes, discrete manufacturing, retail, and healthcare systems, capabilities, and partnerships
- Architect and drive a compelling Go-To-Market strategy
- Effectively collaborate with customers (both Payor and Providers) and Product Marketing Team
- Successfully drive engagement, pilots, and SaaS deployments at strategic customers

**Qualifications:**

- Minimum 5 - 10 years combined Leadership, or Product Marketing in IoT markets related to smart homes, discrete manufacturing, retail, and healthcare
- Strong executive presence and an ability to quickly establish credibility with senior leadership
• Exceptional written, oral communication, presentation skills in front of audiences ranging from small executive meetings to very large keynote presentations
• Self-starter with ability to multitask and pivot, in the fast-paced work environment of a start-up paced SaaS team
• Exceptional problem solving and analytical skills; demonstrated ability to structure complex problems, develop hypotheses, and present well-supported solutions
• Experience working with IoT solutions
• Proven ability in leading digital transformation
• Ability to influence across a broad spectrum of individuals and functions
• Knowledge of IoT ecosystem with major decision-making players
• BSEE or higher degree in Engineering, Computer Science, Software Engineering, Electrical Engineering, or equivalent qualifications

**Location of Employment:**
Munich, Germany (Location TBD)

**Remote Working:**
Yes