Senior Ecosystem Manager

Location: Cologne or/and Homeoffice possibilities from 01.05.2020

If you enjoy working interculturally, connecting people and have a passion for new business models around cool technology, join us!

Cloud Software helps us to work smarter and changes the way we do things. It brings innovation to our fingertips. Easy to use, innovative and scalable solutions are not only created in Silicon Valley, but also by many software companies in Europe. To become a global player out of Europe however, is often a big challenge. The Cloud Ecosystem helps European cloud software vendors to thrive in global competition. We are the biggest cloud community in Germany and want to expand this to a European level. Our events, online contents, certifications or joint development projects help to put innovators in the right mindset for global success, share knowledge, create technology and build networks.

Not only will you be able to refine our existing offerings, but also create a new community around one of the hottest topics right now: interoperability of data and systems. As this lays the ground for artificial intelligence and automatization, it is a crucial foundation for future innovation. This is why we approach this challenge with our Open Integration Hub Project. Solid funding by the German government via a research project, allows us to explore new technical solutions and create networks helping cloud software vendors to become better. Be part of the journey to internationalize the community and support European StartUps and innovative software companies with achieving global success.

Your Role as Senior Ecosystem Manager

You will build a European Ecosystem of SaaS & PaaS vendors and help them to connect, foster innovation and increase competitiveness. You will be able to refine the offering, but are also accountable for the commercial success. Your responsibilities include:

- Co-creation of a program to build an ecosystem of solution providers (SaaS, PaaS)
- Implementation of the program together with strategic partners and industry experts
- Refinement and extension of existing offerings (memberships, events, certifications, content packages)
- Drive revenue through new sales, cross and upsell within the ecosystem
- Create and hold presentations
- Representation on events and conferences
- Build and maintain a good relationship with key partners from the ecosystem

Your Experience & Skills

- Minimum 5 year experience in direct sales, partner management or business development
- Preferably experience in building and maintaining ecosystems
- Working for a SaaS-company is a plus
- Independent, customer focused and revenue driven
- You like working in agile teams and taking responsibility
- A passion for creating something new, working internationally and getting to know new people
- Great communicator and speaker
- Fluent English and German
- Work permit for Germany

What we offer

Be part of a newly formed team to build a vibrant community, great tech and to shape a new platform. We provide an excellent environment to grow your own ideas, learn, take responsibility and shape a whole new business model and product. In order to build something from scratch, trusting, helping and motivating each other is crucial. We offer a nice office atmosphere, team events and a transparent work culture. The most important ingredient for success however, is you and how you want to shape the culture and results around you.