

## Business Developer for Innovation Incubator 5G Network and High Frequency (m/f/d)

### Daikin Chemicals - Positively Innovative

Since 1933, Daikin Industries has been involved in the research and production of fluorochemicals, and is one of the world's foremost manufacturers of fluorochemical materials today. Daikin's unique expertise is essential to a variety of industrial fields: With world-class technology, we offer a wide range of high quality products with applications in automotive, semiconductors, health care, renewable energy, consumer cookware, wire and cable, textile and fabric treatment, paper and packaging, optics and displays, coatings and more.

### Assignment

As an integral part of a multi-disciplined team in the newly build Daikin Chemical Europe Innovation Center (DCEIC) in Dortmund you will be leading the business incubation program for the strategic direction and development of Daikin's Material Portfolio for Infrastructure and Network (5G and High Frequency applications). Driving and delivering incubation growth and development within the Automotive Industry and Infrastructure by creating an eco-system with partners, Start-Ups, academia and Daikin subsidiaries.

### Main responsibilities

- Act as an entrepreneur
- Lay the groundwork for an Innovation Incubator
- Build up an innovation eco-system with strategic partners in an open environment
- Create projects alongside the DCEIC R&D departments to execute development according to the roadmap as part of the Innovation Management
- Drive and own strategic business roadmap for growth opportunities in 3-5 year plan
- Interact with Daikin subsidiaries in the US, China and Japan to scout innovation ideas and solutions
- Monitor and maintain competitive surveillance information relevant to the target industry sector
- Collate market data from multiple sources to form deep market understanding and anticipate trends that can generate large opportunities for Daikin at a regional level
- Review findings with key stakeholders on a regular basis and provide supporting information for regional marketing and global marketing strategy development aligned to business priorities
- Provide supporting information for development of the regional five year plan to support the R&D Innovation Portfolio

## Skills & Requirements

- Degree (Master/Diploma) in Chemistry, Physics, Electronics
- Qualified chartered Business Developer
- MBA (Preferred but not essential)
- 3-5 years working experience in a similar position
- Confident, self-motivated and dynamic personality
- Strong creative and open mindset to foster innovative environment
- Proven experience and demonstrated track record supporting market strategy and new business development for materials aligned to Infrastructure and Network (5G and High Frequency applications)
- Specific experience and knowledge of High Frequency Systems (e.g. 5G, Ethernet, Radar)
- Proven track record of relationship building with partners
- Strong analytical and project management skills
- Demonstrates excellent communication skills (verbal and written in English and German) including the ability to facilitate project team interactions
- Ability to maintain effective internal communications to ensure that all relevant company functions are kept informed of progress against milestones
- Ability to drive teams to agreed-upon goals and timelines
- Ability to work both closely with other team members from various disciplines (Sales & Marketing, Research & Development, and Application Engineering) as well as the ability to work independently as needed
- Ability to formulate strategic plans
- Excellent teamwork and ability to work in an interdisciplinary, intercultural environment
- Willingness to travel

## Position

- Reporting: Global Program Manager Electric Powertrain, Electronics, 5G
- Place of employment: Münster (Westphalia, interim) / Dortmund
- Full-time employment

## Our offer

- Working in an interdisciplinary and innovative newly built environment with the opportunity for further growth
- People-centered philosophy, your growth is our growth
- Attractive benefits and conditions

## Contact Us:

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Daikin Chemical Europe GmbH promotes equal opportunities and diversity in its employment relations.

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