

Manage the challenges

together with your **Trusted Advisor**

WE ARE LOOKING FOR:
Partner Utility Industry (m/f/d)

LOCATION:
Remote work (ASG region)

WE ARE...

AdEx Partners was founded out of the drive to make complex transformation projects successful and to live management consulting differently. **Together with our customers, we define the goal and prerequisites for a successful transformation, develop tailor-made solutions and provide pragmatic support for implementation.**

As a **trusted advisor**, we support companies on both a strategic and operational level. **Independently, honestly and reliably**, we support our customers based on many years of industry knowledge, also in the area of line competence. Appreciative interaction and collaborative cooperation correspond to our self-image. Through **knowledge sharing**, we achieve added value that has an impact beyond the project team.

WE ARE LOOKING FOR...

A **committed personality with a strong market orientation / a partner (m/f/d)** who takes our customers' IT strategies (especially in the utilities sector) to the next level. Your tasks will include:

- Strategic **expansion and development** of AdEx in all technical, structural, cultural and personnel matters
- Leading development of our consulting focus – **with a focus on the utilities sector**, especially in the areas of smart grids, renewable energies, market regulation and digital transformation strategies
- Responsibility for the planning, coordination and management of **complex digitization programs** and **digital transformation processes** for our customers
- Development and implementation of strategic measures for **customer acquisition** (market development) in the utilities sector, ensuring customer satisfaction and long-term customer loyalty
- Significant expansion of existing customer relationships through cross-selling and up-selling
- **Strong sales** in the utilities market and active participation in sales processes using network and content expertise

WHAT YOU BRING...

Passion and enthusiasm are more important to us than certificates or references, but the following skills will help you to be successful with us:

- A degree (e.g. (business) **informatics** or a comparable field)
- Several years of professional experience, **preferably at a leading international management consultancy in the utilities sector**
- Project management, coaching and leadership experience in the IT and/or business process area
- Strong customer orientation and ability to provide proactive support
- **Broad-based network (energy industry)** and high sales affinity
- Experience in direct interaction with **decision-makers up to board level**
- **Project experience in both local and international markets**, combined with a high degree of work independence and a solution driven mindset
- **Business-fluent language skills in German and English**, both spoken and written, and a **willingness to travel** within the ASG region as well as other European countries

OUR OFFER...

We offer you exciting engagements with highly relevant issues and state-of-the-art technologies with well-known customers from upper medium-sized businesses to DAX corporations. In addition, you can expect a variety of other **benefits**, such as:

- A young, agile **hands-on company** with a great deal of creative freedom and **flat hierarchies**
- Performance-based, transparent **bonus system (without capping)**
- Investment opportunity in a **management equity program**
- Flexible working hours incl. **remote regulation**
- **Employee assistance program** to support employees in all areas of life
- Individual **training** and personal **coaching**
- **Bike leasing** and fitness with **EGYM Wellpass**
- **Latest hardware** (choice of smartphone) - also for private use
- **Corporate events** such as regional regulars' tables, annual kick-off and the legendary Family & Friends summer event

YOUR FIRST STEP TOWARDS A NEW CAREER...



Per Mail

Simply send us your CV by e-mail to recruiting@adexpartners.com – no cover letter, no references or certificates.



Per Link

If you don't have a CV at hand, a link to your well-maintained XING or LinkedIn profile is sufficient.

