

NEC Laboratories Europe is the European research center of the NEC Group, a world leader in the computer and communications markets with a large world-wide base of R&D Laboratories. Top researchers from more than 20 countries develop, pilot and bring to reality technologies through open innovation.

NEC Laboratories Europe has an immediate opening for a

Blockchain Business Development Specialist

[ref: 1902-318-SEC]

NEC Laboratories Europe is the European research center of NEC Corporation, a world leader in the computer and communications markets. Top researchers from more than 20 countries develop, pilot and bring to reality computing, networking, security and data science technologies through open innovation.

We are looking for a part-time or full-time business development specialist to create novel solutions for new business in the areas of Digital Identity and blockchain. You will be responsible for market strategy and business plans, creating and shaping value propositions, generating leads as well as procuring and managing Proof of Concepts (PoCs). You will interact and link together researchers, product managers, and business developers world-wide within the NEC group and at external partners, perform customer demonstrations, and network with key customers. Initially, this position is limited to two years.

NEC Laboratories Europe is located in Heidelberg - one of Germany's most beautiful and idyllic towns. The area offers a number of exciting cultural, entertainment, and outdoor activities. Our offices are minutes away from the historic downtown of Heidelberg.

If you are passionate about innovation, driven by challenges, and ready to bring your ideas from concepts to reality, we'd like to hear from you.

Please send your application by 15 April 2019 electronically via the applications web system <http://www.neclab.eu/jobs> with reference to [1902-318-SEC].

Applicants are sought with experiences / skills in these areas:

- Business modelling and business case analysis
- Excellent understanding of the market for identity, KYC, and security solutions
- Analytical skills and the ability to derive new product ideas from customer demands
- Strong skills in B2B client presentations and workshop delivery
- Strong presentation skills
- Solid knowledge and practical experience with Digital Identity Management, blockchain, and cybersecurity technologies
- High intercultural sensitivity

We are looking for individuals with qualifications in marketing, business administration or communications (e.g., MBA) and a background in relevant technical security areas (e.g., master's degree or a PhD).

Contact: Amardeo Sarma / General Manager
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<http://www.neclab.eu/jobs.htm>