



## Business Development Manager – Energy Meteorology / Energy Analytics (m/f/d)

**Location:** Germany / Remote

**Type:** Full-time

### About us

**Wettermanufaktur** is the German branch of **Weather Solutions**, our parent company and international brand. Within the group, Wettermanufaktur supports customers in Germany with high-quality meteorological services, precise forecasts and tailored weather data solutions for weather-sensitive industries.

Our teams combine expertise in meteorology, data science and software development. Together, we support customers in sectors where weather has a direct impact on planning, operations and commercial performance.

To strengthen our activities in the German energy market, we are looking for an individual with a strong scientific background who can engage technical stakeholders on equal terms, open doors to relevant contacts and develop qualified opportunities for our technology teams.

### Your role

This is not a traditional marketing-driven sales role.

In the energy market, decisions are not won through buzzwords or polished sales language alone. What matters are strong data, clear methodology, relevant benchmarks and a real understanding of customer needs.

Your main responsibility will be to open the right doors.

You will identify and approach relevant contacts in the German energy market, establish credibility with highly analytical stakeholders and develop opportunities to the point where our R&D team can step in for more detailed discussions. You will help us understand customer requirements, initiate trials and position us for upcoming tenders.

## Your responsibilities

- Identify, research and approach target accounts in the German energy market, especially in areas where weather data, forecasting and analytics create measurable value
- Build relationships with relevant stakeholders, including data scientists, forecasting teams, analysts, innovation teams, product owners and commercial decision-makers
- Conduct proactive outreach via LinkedIn, email, phone and industry events
- Open conversations with new prospects and qualify opportunities through structured discovery
- Understand customer requirements, use cases, evaluation criteria and procurement structures
- Prepare and coordinate meetings between prospects and our CTO, data science and IT teams
- Support the setup of pilot projects, evaluations and trial phases
- Help position our solutions for future tenders and longer sales cycles
- Gather structured market feedback on customer needs, competitor positioning and technical buying criteria
- Work closely with internal technical experts to ensure customer requirements are translated into relevant and credible solution discussions

## What you bring

- A scientific or analytical academic background, for example in meteorology, geosciences, physics, mathematics, environmental sciences or a related field
- Minimum of 3–5 years of experience in business development, technical sales or a comparable B2B commercial role
- Experience in the energy sector, renewables, forecasting, analytics, data products or a similarly technical environment
- Confidence in speaking with highly analytical and technically sophisticated stakeholders
- The ability to discuss data quality, methodology, validation and customer requirements credibly, even if you are not the person building the models yourself
- Strong motivation for proactive outreach and cold acquisition
- A structured, persistent and commercially minded approach to developing opportunities over longer sales cycles
- Excellent communication skills in German and English

## What matters most in this role

You do not need to develop the algorithms yourself. But you do need to be able to speak credibly with the people who do.



This role is ideal for someone who combines technical fluency with commercial drive, can build trust with demanding stakeholders and knows how to open new conversations in technically complex sales environments.

### What success looks like

- You build access to relevant stakeholders in the German energy market
- You create a qualified pipeline of new opportunities
- You help us better understand customer needs, technical requirements and buying processes
- You initiate trials and evaluation projects
- You support our positioning in future tenders and strategic sales processes

### What we offer

- A technically strong and focused environment where substance, data and expertise matter more than buzzwords
- Competitive salary and benefits
- Performance bonuses (OTE)
- Opportunity to participate in the stock option plan (SARs)
- Focus on personal development and growth through mentoring and training
- Participation in an international multicultural, flat organizational structure with an open and informal atmosphere
- Access to our offices in Berlin/Stuttgart/The Hague

### Ready to meet us?

If you are excited about this role, apply by sending an email to [jobs@weathersolutions.eu](mailto:jobs@weathersolutions.eu)  
We can't wait to meet you!