

Commercial Director – Munich

OpenValue Munich is an integral part of an organization comprised of autonomous entities that operate independently. OpenValue Munich is part of the OpenValue Group, with over 150 Java Fullstack consultants, renowned for having the finest Java and JVM expertise. OpenValue assists organizations with their Software Development challenges in the Java/JVM ecosystem through hands-on project support, consultancy, training, and more. Our core values—expertise, knowledge sharing, and fun—drive our contribution to the Java community and the advancement of our clients' software development.

Role Overview

As the Commercial Director (CCO) at OpenValue Munich, you will partner with the (technical) Director to form the Management Team. Your primary responsibilities include overseeing commercial goals, business development, and account management. You will play a crucial role in acquiring new customers, securing exciting assignments for our professionals and partners, and enhancing our market presence. This position is ideal for someone eager to build their own path, contributing significantly to our business objectives and team growth.

Key Responsibilities

- Assume joint P&L responsibility for OpenValue Munich and uphold OpenValue's core values.
- Lead business development efforts and establish strategic collaborations with potential clients and partners.
- Facilitate organizational growth by recruiting top-tier experts and fostering team knowledge and cohesion.
- Enhance market visibility and manage the financial aspects of the organization alongside the technical director.

What We Seek

- A university or bachelor degree or equivalent credentials.
- Relevant experience in business development, product management, or (key) account management within the IT domain.
- Successful track record in building strong professional teams, organizations and networks.
- An established network of CTOs, Engineering Managers, Development Team Leads, and Sourcing Managers.

- Fluent in German (C2 level) and English, with cultural adaptability to Dutch or international organizations is a bonus.
- A proactive, empathic, ambitious, and flexible mindset, coupled with integrity and accountability.

What We Offer

- A full-time, independent role within an open, transparent working environment.
- A dynamic, supportive team in Munich and a collaborative network across Europe.
- Workplace in Munich with nationwide reach and flexible home-office options.
- Competitive remuneration with attractive bonus schemes tied to target achievements
- Virtual shares opportunities.
- Comprehensive primary and secondary benefits including an expense allowance.

At OpenValue, we maintain an informal yet professional atmosphere where collegiality thrives, and we rejoice in our shared successes. Should you wish to be part of our exciting journey and contribute to our continued growth, learn more about us on our website: www.openvalue.de.

Let's talk!

Leave your contact details via <https://openvalue.eu/career> and we'll get back to you as soon as possible.