π-NET Emerging Networks & Applications is an innovative Competence Center in the Region of Western Greece promoting innovation and entrepreneurship by providing 5G technological services and competences to companies and professionals. Our focus is on strengthening vertical value chains and their sustainability.

With the active involvement of its Shareholders, **π-NET** aspires to become a top international research and innovation center for **5G networks and beyond**. **We are now hiring!**

Position: BUSINESS DEVELOPMENT DIRECTOR *(Job Reference ID Number: P0007)*

The Business Development Director will have overall responsibility for developing new business opportunities for π-NET and growing its revenue. The ideal candidate is a strategic leader with a consultative mindset and strong track record of driving an organization forward towards its strategic goals. The person in this role will have a solid understanding of emerging technologies and experience in working with global and national leaders in this field.

Main Responsibilities:
- Collaborate with cross-functional teams in achieving short and long-term goals.
- Oversee client-relationship management and sales.
- Recommend new innovative products and services.
- Identify customers' needs to develop new business opportunities.
- Establish relevant partnerships with stakeholders / organizations / partners.
- Establish relevant partnerships with global technology leaders, organizations, SMEs and vendor partners.
- Develop a commercial business strategy, which will include sales and PR strategies, and its execution plan.
- Develop value propositions for π-NET's products and services.
- Participate in conferences, workshops relevant to emerging technologies.
- Organize and host open events such as webinars, workshops and innovation garages.
- Prepare whitepapers relevant to emerging technologies.

Desired Qualifications:
- Postgraduate degree in Computer Science, Electrical and Computer Engineering or other related discipline.
- At least 10 years' experience in a senior leadership role and in business and technical consulting on emerging technologies (5G / 6G / Metaverse / IoT/). The candidate must also have played an active leadership role in co-operating with leading European and international organizations in emerging technologies.

Desired Skills:

- Business acumen
- Excellent leadership and strategic skills.
- Excellent communication and interpersonal skills.
- Great problem-solver, able to multi-task, be process-minded.
- Excellent organizational skills and be detailed oriented.
- Excellent command of the Greek and English language, both spoken and written.

All interested applicants are requested to send their CV to info@p-net.gr