



## **Business Development Manager**

### **Description:**

As a Business Development Manager at SmartUQ, you will develop, lead and evolve partner and customer relationships for SmartUQ.

### **Who We Are:**

We are an innovative, fast-growing analytics company. SmartUQ ([SmartUQ.com](http://SmartUQ.com)) provides breakthrough analytics software to quantify uncertainty in simulations (such as computational fluid dynamics, finite element analysis, and electromagnetic) and physical testing. Our software is used by some of the largest engineering companies in the world. We have a fun and focused team who are passionate about helping our customers solve challenging problems where no off-the-shelf solution exists.

### **Location:**

You'll find us along the flourishing East Capitol Corridor in **Madison, Wisconsin**, which has consistently made top 10 lists for best places to work and live in the United States. We are seeking anyone within a 3 hour drive or willing to relocate to Madison.

### **The Opportunity:**

In this position, you will be at the front of the company by developing and managing the business development plans for SmartUQ. This includes building partnerships through identifying key leaders in our industry and related professionals. This role is dedicated to establishing SmartUQ as a qualified software of choice with customers and partners.

### **Responsibilities:**

- Responsible for all existing and new software partnerships and strategies with businesses and academia related to SmartUQ
- Pilot new initiatives and business agreements in markets, evaluate their impact on the business, and determine the most effective approach to take
- Analyze business and industry trends and existing partnership to determine the most suitable relationships to continue or establish
- Cultivate trust with some of our largest partners in order to uncover new opportunities
- Develop business growth initiatives around platform features and capabilities
- Collaborate with professional associations in our field and industry



- Secure interest internally and externally from constituents, which includes developing business cases, white papers, and articulating market opportunity and tradeoffs

**Qualifications:**

- Bachelor's degree in Marketing, Business, Engineering, Statistics, or a related field
- MBA or other advanced degree is a plus
- Minimum of 1 year of experience in a similar role at a simulation or analytics company
- Strong verbal and written communication skills
- Proven track record developing and implementing successful business development plans
- Highly motivated and highly passionate about a career in business development and establishing relations

If you feel you would be a good fit for our team, join us today and submit your cover letter and resume to [hire@smartuq.com](mailto:hire@smartuq.com) with "Business Development Manager" in the subject line.