

PLUGANDPLAY

< Job Openings

Partner Success Manager

Mobility - Stuttgart, Baden-Württemberg

Apply for This Job

Department **Mobility**

Employment Type **Full Time**

Minimum Experience **Experienced**

WHO WE ARE:

Plug and Play is the world's largest global technology startup accelerator and innovation platform, connecting the brightest startups with industry-leading corporations. STARTUP AUTOBAHN is our flagship innovation platform based in Stuttgart, Germany. Through this platform, we connect tech startups with top automotive and mobility companies (e.g., Mercedes, Porsche, Bosch, ZF, Motherson, Eberspächer, AGC, etc.), enabling them to pilot cutting-edge technologies, tech implementation and drive meaningful innovation projects.

WHO WE'RE LOOKING FOR:

We're an exceptional team with international backgrounds in technology and entrepreneurship, and we're growing rapidly to deliver on our mission. We're actively seeking an **Innovation Consultant** acting as **Partner Success Manager** to be the link between the innovation teams of our Corporate Partners (e.g. Bosch, Porsche, Schaeffler, Motherson, Eberspächer, AGC, etc.) and STARTUP AUTOBAHN powered by Plug & Play.

As part of our team, you will play a pivotal role in understanding the innovation needs of our partners, translating them into tech challenges and activities in the fields of mobility, production, sustainability, enterprise, and beyond. You'll drive strategic engagement, foster relationships, and deliver tailored solutions to achieve the highest level of client satisfaction.

We welcome applicants with diverse professional backgrounds—whether you're taking the next step in your career or bringing several years of experience in client-facing roles, innovation, venture clienting or project management. Together with our great team, you will help shape the future of our platform as part of the world's largest innovation ecosystem with over 500+ corporate partners.

HOW YOU WILL MAKE A DIFFERENCE:

Account Management & Project Management

- Build and maintain trusted relationships with key stakeholders within partner organizations, acting as their main point of contact.
- Proactively manage corporate partner accounts to ensure engagement, satisfaction, and successful contract renewals.
- Collaborate with internal teams, such as venture scouts for startup sourcing and event managers for event execution, to deliver seamless and impactful experiences for partners.
- Drive and oversee projects between startups and corporate partners, ensuring alignment with business priorities, measurable outcomes, and timely delivery.
- Handle escalations, coordinate resources, and resolve partner issues effectively.
- Plan and execute workshops, innovation formats, and strategic projects (e.g., Design Thinking, Scrum, Tech Roundtables).

Innovation Strategy & Platform Development

- Understand partners' innovation challenges and technology needs, translating them into actionable strategies and tailored solutions.
- Contribute to the strategic evolution of platform services, such as venture clienting and customized partner programs, to enhance value and relevance.
- Identify opportunities to refine and expand platform offerings in response to partner needs and industry trends.
- Support the platform's role as a leader in corporate-startup collaboration by developing and implementing strategic initiatives that address the future needs of innovation ecosystems.

REQUIRED EXPERIENCE:

- Bachelor's or Master's degree in business, technology, innovation, engineering, or other related fields.
- Professional experience in client-facing roles, account management, or innovation.
- Relevant experience in innovation/technology management, consulting, or project management is a strong plus.
- Strategic thinker with strong self-drive, a proactive mindset, and the ability to work independently.
- Strong project management skills, including the ability to lead multiple initiatives and coordinate cross-functional teams.
- Results-oriented with a passion for learning and improving.
- Organized and detail-oriented, capable of thriving in a fast-paced environment.
- Strong analytical skills and ability to design and optimize processes.
- Excellent communication and presentation skills with the ability to influence both internal teams and external partners.