RefNr. 2026-07452 | 01.11.2026

# Business Unit Leader – Advanced Technology Solutions

Based in Southern Germany, with international travel required

Our client, an international high-tech group, is seeking an entrepreneurial leader to head a business unit focused on advanced technology solutions for industrial and precision manufacturing applications. In this key role, you will assume overall responsibility for profitable growth, commercial development and the long-term market positioning of the business unit. The objective is to significantly expand the business in demanding target markets such as microelectronics, semiconductor-related applications, electronics manufacturing, precision processing and adjacent high-value segments, while further developing the unit into a scalable growth platform.

Ansprechperson



**Claudia Raimann**

claudia.raimann@iventa.at

+43 (1) 523 49 44-217

## Your role

You will directly lead the global sales and commercial organisation while taking overarching business responsibility for product management, technology, operations, quality and customer support in close collaboration with the respective functional leadership teams. In doing so, you will combine strategic perspective with strong customer proximity, commercial execution power and operational discipline. A particular focus will be on building and maintaining executive-level relationships with international key accounts, identifying new growth opportunities and ensuring the consistent alignment of product portfolio, technology roadmap, market requirements and operational performance.

## Your qualification

Our client is looking for an experienced leader with a proven track record in an international B2B technology environment and a clear history of driving commercial growth, business development and strategic customer expansion. Ideally, you bring sound industry knowledge from advanced industrial technologies, semiconductor equipment, microelectronics, precision manufacturing, automation or related high-tech sectors. Experience in leading global sales or commercial organisations, a solid understanding of technical contexts and a strong commercial mindset are essential. International travel and the willingness to stay close to customers, markets and applications are expected.

On a personal level, you will convince through entrepreneurial thinking, strong results orientation and a pragmatic, hands-on leadership style. You are comfortable moving between strategy, customer interaction and operational execution, creating alignment across functional and geographical boundaries and building effective structures, processes and performance management systems. As a credible interface between technical and commercial stakeholders, you are able to align teams around shared objectives and deliver sustainable, profitable growth.

## Salary

The position offers a compensation package starting at 120.000 euros, depending on your qualifications and relevant experience.

### Jährliche Gehaltsspanne

**Mindestgehalt:** € 120.000

**mögliche Überzahlung:** € 120.000

## Kontakt

Für weitere Fragen zum Bewerbungsprozess wenden Sie sich bitte an:



**Claudia Raimann**

claudia.raimann@iventa.at

+43 (1) 523 49 44-217