

## Senior Manager Strategy - Robotics

Konica Minolta – Business Innovation Center (BIC)

Reports to Vice President BIC

We're celebrating our second birthday at the Konica Minolta Business Innovation Center (BIC) and looking forward to the sprint ahead! Our team of entrepreneurs, founders, innovators, and industry experts is nearly doubling in the months to come. We're looking for team members who get (really) excited by the future of technology, who embody the go-getter entrepreneurial mentality, who are passionate about building new businesses and driving impactful organizational change.

While we're part of a global company, we act like a startup. We embrace agility and the culture of Silicon Valley. Perks include: regular lunches, leading technology, flexible workspaces, professional development, happy hours and offsite events, healthy initiatives including onsite gym and delicious food, and a central location in Foster City, CA. From our strategic global location, we harness innovative technologies to expand Konica Minolta's core business in the areas of healthcare, next generation enterprise solutions, workplace of the future, robotics, and connected intelligent ecosystems (IoT).

The Senior Manager Strategy – Robotics will be the business lead and subject matter expert to develop strategy, execution plans, and corporate development activities including, partnership and investments in startups, due diligence of mergers & acquisitions, and other initiatives to achieve development and growth of the business in Robotics domain.

On any given day:

- Define and lead the implementation of growth strategies and development plans of the robotics portfolio consistent with the BIC business objectives.
- Develop, recommend and execute holistic robotics solutions portfolio
- Identify new opportunities and drive solution strategies based on the industry trends in the Robotics domain
- Develop a strong partner ecosystem to accelerate go-to-market of the solutions
- Provide industry knowledge and expertise on the opportunities and challenges within the Robotics domain
- Understand BIC strategic objectives and position products in the marketplace for potential opportunities
- Propose, articulate and demonstrate BIC solutions via presentation, white papers, industry analysis, and proof-of-concepts
- Drive customer driven innovation by leading customer discovery sessions at the CXO level and identifying solutions that strategically align and address the customer pain points
- Support the BIC Partner Alliance program by identify and collaborating with key partners in the domain. Jointly take unique and differentiated solutions to them market and to the KM global portfolio
- Identify key partners for strategic investment and lead due diligence and recommendation process at the executive level.

To ace this role you will need to have:

- Proactive can-do attitude with a unique ability to lead by doing/example
- Ability to work in a evolving environment with shifting priorities
- Passion for staying up-to-date with latest innovations and ability to use them to deliver exceptional customer results

Does this sound like you?

- 5+ years of experience in the Robotics domain
- Proven track record of identifying and developing unique Robotics solutions. Must have demonstrated ability to lead customer pilot, market testing and GTM plan execution
- Established network within the domain and working knowledge of industry events
- Experience developing and presenting clear and concise product briefings
- Experience influencing solution strategy and defining win-win value-propositions
- Independent, self starting and drive to get to successful outcomes
- Exceptional interpersonal and communications skills
- Must have a proactive can-do attitude with a unique ability to lead by doing/example
- Must be able to work effectively in a lean startup model with changing priorities. Must be able to pivot on ideas quickly and adjust to customer needs or trend shifts
- B.S. in Computer Science or other equivalent fields. MBA is highly preferred

We're hiring fast so reach out soon! Email [bic@kmb.konicaminolta.us](mailto:bic@kmb.konicaminolta.us) and show your excitement by following us on social media ☺ Twitter [@kmbic](https://twitter.com/kmbic) + LinkedIn [/konicaminoltabic](https://www.linkedin.com/company/kmbic/)

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The Business Innovation Center (BIC) aims to transform Konica Minolta's core business by harnessing innovative technologies to expand into new markets. The BIC drives corporate innovation by managing the entire lifecycle of new business development, from ideation to actual business realization. Partnerships with startups, research institutes, accelerators and incubators, venture investment firms, and thought-leaders help the BIC identify future trends and incorporate disruptive technologies into a growing portfolio of solutions. One of 5 BICs worldwide, the Silicon Valley BIC focuses on healthcare, next generation enterprise solutions, workplace of the future, robotics, and connected intelligent ecosystems (IoT). <http://bic.konicaminolta.us>