

Will we build the widest EV charging network together?



UTA Edenred ensures **professional mobility throughout Europe**. It is important to us that you want to make a difference! We are looking for a full-time position as of now:

EMEA Partner Manager EV - Roaming (all genders)

Your responsibilities:

- Negotiate and secure the best energy procurement deals with CPOs, directly impacting our offer's competitiveness and customer satisfaction
- Build and grow meaningful partnerships with CPOs, Roaming Hubs, and tech start-ups — be part of an international, future-driven ecosystem
- Lead quarterly business reviews and manage contract renewals, ensuring profitable, long-term collaborations
- Drive network expansion and digitization projects, supporting seamless integrations and technical setups together with our onboarding, product, and IT teams
- Stay ahead of market trends and innovations by connecting with industry leaders at fairs, exhibitions, and through continuous market research

Your profile:

- Proven experience in CPO management, eMobility partnerships, EV roaming, or related business development roles with a strong background in negotiating and managing technical partnerships
- Degree in Marketing, Sales, or Business Administration, combined with strong business development and contract management skills
- Solid knowledge of the EV ecosystem (CPOs, MSPs, roaming hubs) and digital tools like Salesforce; eMobility experience is a plus
- Excellent communication, negotiation, and strategic thinking skills, paired with a solution-driven, organized, and growth-oriented mindset
- Fluent in English and German (written and spoken), open to occasional international travel across EMEA

What do we offer?



Shopping Card
with 50 € per month



Flexible
working hours



Hybrid
working



Do you want to drive things forward? Then apply via personal@uta.com

Please provide your salary expectations and earliest possible starting date.

Your contact person: Mira Kuhn

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