



Business Manager - Automotive Electronics

Workplace: 418 32, Gothenburg

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What to expect:

- Drive business development and strategic growth for automotive electronics products and solutions
- Manage the full business lifecycle, from opportunity identification and RFQ phase to SOP and serial production
- Act as the main commercial interface for automotive customers (OEMs and Tier 1 suppliers)
- Coordinate cross-functional teams (engineering, project management, quality, purchasing, manufacturing) to ensure successful project execution
- Lead pricing, quotation, and contract negotiations in line with profitability and risk targets
- Ensure alignment between technical solutions, cost targets, timing, and manufacturing feasibility
- Monitor market trends, customer needs, and competitor activities in the automotive electronics domain
- Support change management, commercial impact assessment, and customer escalations
- Track business performance, including revenue, margins, and project KPIs

What you bring along:

- Degree in Engineering (Electronics, Electrical, Automotive, Mechatronics) or Business Administration with strong technical background
- Experience in automotive electronics, business management, or business development within an OEM, Tier 1, or engineering services environment
- Good understanding of automotive product development processes and project lifecycles (concept to SOP)
- Experience working with customers and suppliers in automotive electronics (ECUs, sensors, power electronics, ADAS, infotainment, etc.)
- Strong commercial acumen, including pricing, cost structures, and P&L responsibility
- Structured and analytical working style with strong decision-making skills
- Excellent communication, negotiation, and stakeholder management skills
- Ability to work effectively in cross-functional and international teams
- Fluent in Swedish and English, German is a plus

The Business Manager - Automotive Electronics is responsible for driving business growth, profitability, and strategic development of the automotive electronics portfolio. This role combines commercial leadership, customer management,

and cross-functional coordination to ensure successful product and project execution in line with market and customer requirements.

With more than **54 locations throughout Europe**, the **Bertrandt Group** has been providing **engineering and development solutions** for the international **automotive and aerospace industries** since **1974**. More than **12,000 employees** use their **know-how** and **innovative strength** every day to support our customers – **leading manufacturers and OEMs** – with integrated solutions in **management, design, and industrialization**.

Bertrandt is now expanding into Sweden, establishing a **strong and future-oriented presence in Gothenburg**. Our activities cover a **spectrum of expertise** from **electrical, electronics, and software development** to **design engineering , project management, quality, industrialization, and validation**, all driven by **innovation** and a **passion for technology**.

What we offer:



Flexible working hours



Training programs



Employee events



Attractive compensation



Team-oriented work



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