

Business Development & Sales Professional

About Caeleste

Caeleste is a dynamic and innovative SME with a proven track record in design & supply of beyond state-of-art custom-designed high-end CMOS image sensors. The company differentiates through its capability of handling the most advanced projects, resulting in high performance imagers, developed in close collaboration with its customers for space, scientific, medical, industrial and life science applications. Thanks to the in-house expertise on high-speed, sub-electron noise, ultra-high dynamic range and extreme radiation-hard designs, Caeleste ensures an end-to-end quality focus on the entire product flow.

To support Caeleste's growth strategy, we are looking for a Business Development & Sales Professional to analyze the image sensor market trends, compile business intelligence on the image sensor industry, actively follow-up on customer leads and technical proposal preparation. You formulate business recommendations for the management team & report directly to the Business Development Manager.

About your job as Business Development and Sales Professional

For Business Development aspects, this means:

- Analysis and research on image sensor customers, market trends and market developments
- Grow business intelligence on the image sensor industry (and affiliated industries)
- Contribute to the company growth strategy & strategic market positioning in collaboration with the management team
- Screen and evaluate (new) business opportunities on their financial profitability and make recommendations to the management team
- Build long-term relationships with prospective customers
- [Marketing oriented scope] Set directions and actively manage the company's website, newsletter and social media accounts while collecting & posting relevant content

For Sales aspects, this means:

- Achieve agreed annual sales quota
- Implement multi-year sales and marketing programs, in line with the company's strategy
- Effectively implement and execute an account management policy
- Represent Caeleste at relevant industry events, fairs and conferences
- Manage and improve the external sales channels
- Report sales forecasts to the operational management and board of directors, while formulating business advice and relevant actions based on your analysis

Job specific requirements:

- Strong technical background by education or relevant experience; proven knowledge of photonics, CMOS technology, digital and analog design & test electronics
- Minimum 5 years of experience in technical sales or business development
- Excellent negotiation, presentation and communication skills in written and oral English
- High level of computer literacy including experience in working with CRM software
- Flexibility to travel globally (estimated travel percentage between 20-50%)
- Motivation and drive to succeed
- Committed team player who takes individual ownership of relevant strategic responsibilities
- Experience and/or knowledge of the global image sensor market is a plus
- Caeleste is a SME requiring a self-starting & hands-on spirit from all of its employees

For all your questions, please contact Ewa Burzynska or jobs@caeleste.be