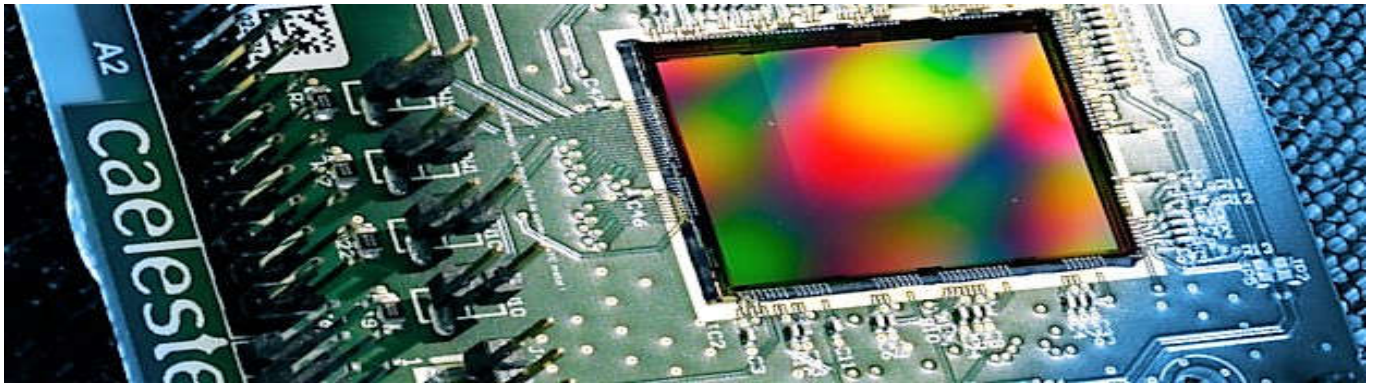


Business Development & Sales Professional



About Caeleste

Caeleste is a proud group of engineers, scientists & enthusiasts who create innovative CMOS image sensor solutions. We go the extra mile to create unique & beyond state-of-the-art solutions that allow our customers to differentiate in their field of expertise. From within our Belgian office, we collaborate with world-class multi-national companies that shape the market in 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. At Caeleste, having fun goes hand-in-hand with our pride. By becoming a part of Caeleste, you will be able to experience the direct impact of your ideas and actions, regardless of your role or seniority.

Business Development & Sales Professional

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. You have the potential & aspiration to grow into a steering business role in the company.

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:

- You hold a Master degree in nano-electronics or optical engineering
- Relevant experience (3-5 years) in electronics IC design, technical sales or business development. You have proven knowledge in the areas of photonics, CMOS technology, digital and analog design or test electronics – either through design experience or through technical sales or business development in the area
- Excellent negotiation, presentation and communication skills in written and oral English
- 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

Additional skills that are of interest:

- High level of computer literacy including experience in working with CRM software
- Experience and/or knowledge of the global image sensor market is a plus
- Working language is English, any other language is a plus

We offer:

- A competitive compensation & benefits package
- A competitive & international context of world-leading companies
- A technological playground within a mixed-skilled, multi-cultural team of experts
- A continuous focus on learning at Caeleste University
- A flexible & pragmatic environment with attention to teamwork and work-life balance

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