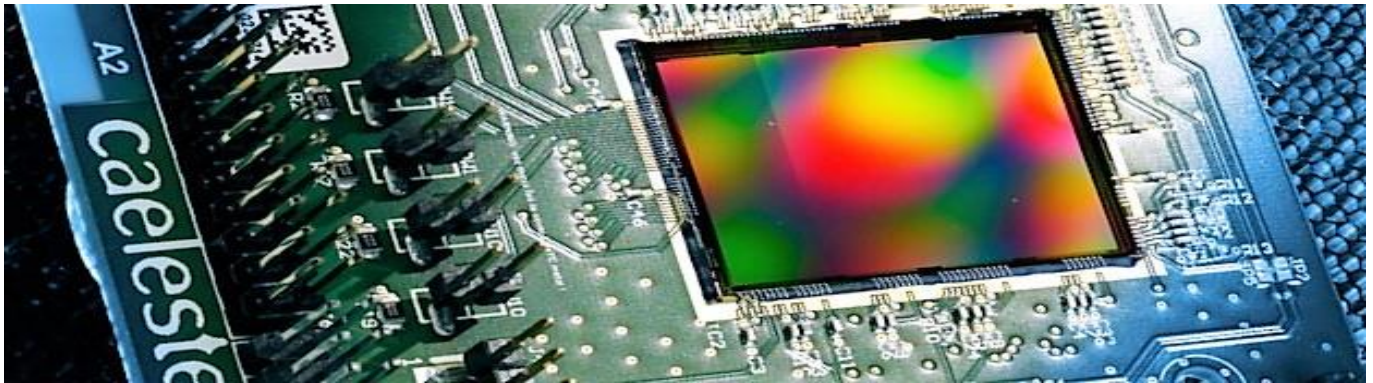


Business Development & Sales Professional



About Caeleste

Caeleste is a proud group of engineers, scientists & enthusiasts who create world-class CMOS image and radiation 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 HQ, we partner with the world's top companies that shape the most advanced 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
- A marketing oriented scope, setting directions and actively manage the company's website, newsletter and social media accounts while collecting & posting relevant content

For Sales aspects, this means:

- Achieve the 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 management, while formulating business advice and relevant actions based on your analysis

Job specific requirements:

- You hold a Master degree in electronics or physics.
 - Relevant experience (3-5 years) in electronics IC design, technical sales or business development. You have proven knowledge in the areas of CMOS technology, digital and analog design, test electronics, electro-optical instrumentation, photonics, etc. – either through scientific or technical experience or through technical sales or business development in the area
 - Negotiation, presentation and communication skills in written and oral English
 - Flexibility to travel globally (estimated travel percentage between 10-50%)
 - Motivation and drive to succeed
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- 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 in 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