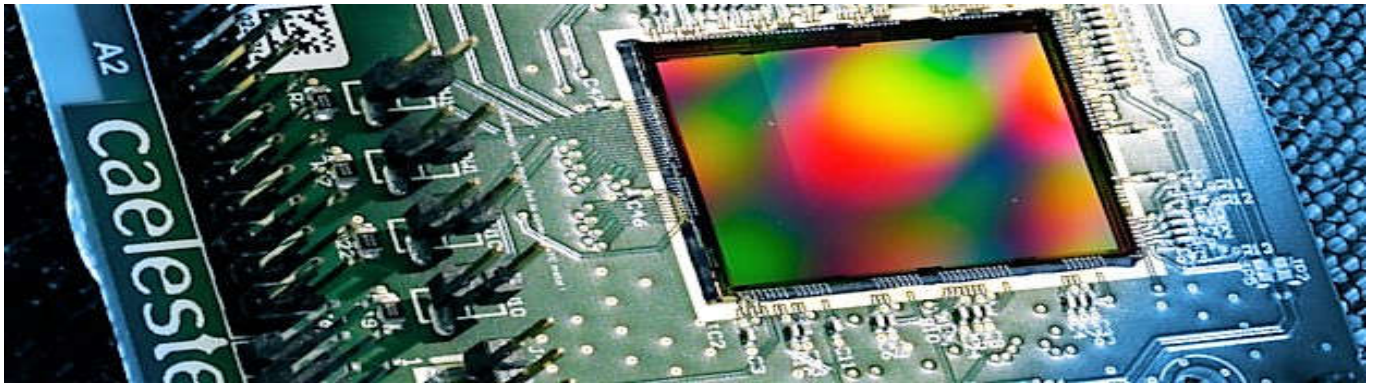


## Business Development & Sales Professional



### 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.

Business Development aspects include:

- Analysis and research on image sensor customers, market trends and market developments
- Growing business intelligence on the image sensor industry and affiliated industries
- Contributing to the company growth strategy & strategic market positioning in collaboration with the management team
- Screening and evaluating (new) business opportunities on their financial profitability and making recommendations to the management team
- Building long-term relationships with prospective customers
- A marketing oriented scope, setting directions and actively managing the company's website, newsletter and social media accounts while collecting & posting relevant content

Sales aspects include:

- Achieving the annual sales quota
- Implementing multi-year sales and marketing programs, in line with the company's strategy
- Effectively implementing and executing an account management policy
- Representing Caeleste at relevant industry events, fairs and conferences
- Managing and improving the external sales channels
- Reporting sales forecasts to the management, while formulating business advice and recommending relevant actions

**Job specific requirements:**

- Master degree in electronics or physics
- Relevant experience in technical sales or business development
- 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
- Accuracy and attention to detail
- Committed team player who takes individual ownership of relevant strategic responsibilities

**Additional skills that are important:**

- 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 application and questions, please contact Ewa Burzynska at [jobs@caeleste.be](mailto:jobs@caeleste.be)