



BUSINESS DEVELOPMENT MANAGER | FRANKFURT - GERMANY

With offices in France, Germany, Japan, South Korea, Greater China and the U.S.A, Yole Développement (Yole) the « More than Moore » company, provides market research, technology analysis, strategic consulting, media services and financial services to a worldwide customer base.

Covering emerging and disruptive silicon and micro manufacturing markets, the group supports companies, investors and R&D organizations by delivering comprehensive analysis that helps them understand the markets and technology trends critical to their business.

JOB DESCRIPTION

Our activities and reputation have grown considerably in recent years throughout the world and more specifically in Europe (60% growth). Today, we want to strengthen our European sales force and we are creating a position of Business Development Manager.

You will be more specifically in charge of developing our turnover on Yole's new products (Monitors and Tracks) by developing partnerships with our existing customers and creating opportunities with new customers. You will also be responsible for large customer portfolios in the DACH zone (Deutschland, Austria, Switzerland).

In this position, you will need to demonstrate excellent business results and feel comfortable talking to board members and decision makers. Your knowledge of the European microelectronics market and your ability to develop a network of customers will enable you to be fully successful in this position.

Location: position based in Frankfurt (Germany) but remote is possible.

Regular business trips in Europe are expected.

YOUR RESPONSABILITIES

You will be responsible to:

- Identify and develop new business and build long-term strategic relationships on Yole's new products,
- Develop negotiating strategies, send proposals and follow-up the clients,
- Manage a lead opportunity pipeline within our CRM,
- Contribute to reach the monthly sales targets
- Assume sales & key account management and customer satisfaction.
- Organize regularly customers visits and attend exhibitions and other networking activities
- Work collaboratively with our engineering department
- Bring your thinking, strategies, and ideas to advance our company's values and culture

EDUCATION / EXPERIENCE

- Master's Degree in the Sales Management field or in Microelectronics with a sales experience
- + 10 years in a proven Sales role
- Working languages: German (mother tongue or fluent), English (fluent), French (fair)
- Strong partnership skills, and intellectual curiosity for technology
- High level of autonomy
- Strong time management and organizational skills

Please send your latest CV & cover letter to recruiting@yole.fr

