



CUSTOM PROJECT BUSINESS DEVELOPER | SEMICONDUCTOR, MEMORY & COMPUTING

With offices in France, Germany, Japan, 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 market and technology trends critical to their business.

JOB DESCRIPTION

Our company proposes an immediate opening for a **Custom Project Business Developer** position to develop business for our **Semiconductor, Memory & Computing activities**.

You will work with the Semiconductor, Memory & Computing team, which encompasses 4 main areas: Semiconductors Packaging and Substrates, Semiconductor Manufacturing, Memories and Computing and Software. You will also interact with the other divisions (Power & Wireless and Photonics & Sensing) when required.

Regular business trips (Europe, USA, Asia) are expected (up to 30% of the time).

The position would be ideally based in Villeurbanne, France (HQ), but remote is possible

YOUR RESPONSABILITIES

You will be responsible for :

- Defining commercial strategy in collaboration with direction and contributing to develop the division activities
- Identifying new potential customers and strengthening current customers' relationships
- Establishing and writing commercial proposals fitting customers' expectations
- Contribute to market, marketing, technical and strategic analyses as support for our analysts teams
- Bringing technical expertise to close deals for custom analyses
- Collaborating with analysts teams to get up-to-date regularly on latest technical and market trends
- Overseeing technology, industry and market insights in packaging, semiconductor manufacturing, and memories and computing industries.
- Participating in dedicated trade shows worldwide and giving presentations at international conferences and workshops.

EDUCATION / EXPERIENCE

- Minimum 5 years of experience in Semiconductors industry
- University Degree (Master, Engineer, PhD) in Semiconductors or Applied Physics is mandatory
- Marketing, sales or business development experience / training would be a plus
- Required English level : minimum CECR - CI / TOEIC 800
- Proficiency in French, German, Japanese, Korean or Mandarin would be a plus.

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

