



SENIOR MARKET ANALYST | IP DESIGN

With offices in France, Germany, Japan, 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 company creates a **Senior Market Analyst** position to help us further develop our Computing activities by performing market, business and strategic analysis. Your work will be particularly focused on **IP Design and Interface IP**.

You will work in close collaboration within the Computing team part of the Semiconductor, Memory & Computing Division as well as take part in the projects of the other Divisions

The position would be ideally based in the HQ (France) but remote is possible.

Regular business trips (Europe, USA, Asia) are expected.

RESPONSABILITIES

As a **Senior Market Analyst**, you will be responsible to:

- Execute business, marketing, and strategic analysis
- Oversee and understand the different business models, pricing policies including royalties and license of IP market.
- Understand the IP vendor's ecosystem
- Execute projects within a given timeframe and budget
- Participate in the establishment and structuration of commercial offers
- Create and manage long-term relationships with customers
- Collect information and promote our activities in conferences and dedicated tradeshow
- Give presentations at international conferences and workshops.

EDUCATION / EXPERIENCE

- University Degree (Master, Engineer, PhD) in a semiconductor-related field is mandatory (Computer Science, Microelectronics, Electronics or equivalent.)
- A solid experience (minimum 7 years) in the IP Design area (product marketing manager more particularly).
- Strong interest in business, market strategy and pricing.
- Required English level: minimum CECR - CI / TOEIC 800.

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

