



## CUSTOM PROJECT BUSINESS DEVELOPER | PHOTONICS & SENSING

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 **Photonics & Sensing activities**.

You will work with the Photonics & Sensing team, which encompasses different main areas: Mems, Sensors, Microfluidics, Imaging, Display, Photonics & Lighting. You will also interact with the other divisions (Power & Wireless and Semiconductor Manufacturing, Packaging, Memories and Computing) when required.

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

The position is based in Villeurbanne, France (HQ).

### 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 photonics & sensing 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 with a background in photonics or sensing field
- 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](mailto:recruiting@yole.fr)*

