

Job Description: Business Development Manager:

- Locate and identify business opportunities by contacting potential partners; discovering and exploring opportunities.
- Using knowledge of the market and competitors, identify potential need for spectroscopic hardware.
- Analyze/develop market strategies, barriers to entry.
- Work closely with technical Product Manager to develop targeted proposals/documentations that speak to the client's needs, concerns, and objectives
- Handle initial customer inquiries and then oversee the sales process with PM involvement.
- Generate and manage marketing strategies covering trade shows, publications, announcements, application notes, electronic opportunities, etc.
- Provide monthly reports on sales and forecasts with PM support.
- Consult with management on business trends with a view to developing new services.

Experience Required

- Knowledge of spectroscopic applications
- Flexible work habits
- Willingness to travel (up to 30%)
- Communication skills with customers and suppliers
- Team worker
- Independent thinker with a willingness to learn
- Basic knowledge of optics, mainly spectroscopy
- Basic knowledge of electronics and mechanics
- Minimum 5 years' experience as Sales Manager or BDM

Compensation: Salary plus commission

Company Location/Information

Contact:

employment@tec5usa.com