

LIGENTEC is a young and dynamic company located in Lausanne, Switzerland, near EPFL, close to the shore of Lake Geneva. We are manufacturing **Photonic Integrated Circuits (PICs)** for customers in high-tech areas such as Quantum Technologies, LiDAR, Space Technologies and Biosensors. LIGENTEC All-Nitride technology enables our customers to develop their products in the industrial revolution 4.0. To support our continued growth, we are looking for a:

Business Developer

Integrated Photonics

Your responsibilities:

- Understand and analyse market trends and requirements
- Develop and drive the product roadmap process, provide input for product and applications development.
- Identify potential key customers and win new business opportunities
- Cultivating positive and close customer relationships and give technical support to key customers with all phases of the sales cycle.
- Build consortia and write proposals for public funded initiatives and commercial proposals.
- Identify funding opportunities and assess the fit with the company's roadmap
- Develop and maintain relationships with stakeholders and project partners
- Research, write, submit, and manage grant proposals
- Preparation budget and team composition in close collaboration with the grant manager
- Maintain proficient knowledge of the organization's history and programs
- Ensure a smooth hand-over to R&D for the execution.
- Collaborate closely with management

Your profile:

- 3+ years of experience in photonics (Master, PhD, Postdoc)
- Ability to translate customer wishes to clear specifications
- Highly customer and solution-oriented mindset.
- Industry experience is a strong plus
- successful grant writing experience is a strong plus
- Experience in photonic integrated circuits is a strong plus
- Good knowledge of European calls and ESA bid structure is a strong plus
- Proficient with MS Office Word and Excel
- Excellent communication skills, both verbal and written
- Excellent organisational skills, ability to meet tight deadlines
- Open minded, communicative, critical and innovative
- Working proficiencies in English
- Work/residence permit for Switzerland or EU citizenship.

We offer:

- A flexible and dynamic start-up work environment.
- A highly international, diverse and highly motivated team.
- Personal responsibility in your job and the chance to grow with us.
- Our passion to bring PICs to every day's life.

Activity rate: 100%

Place of work: Lausanne (CH) or Corbeil-Essonnes / Paris (F)

Start date: as soon as possible

How to apply:

We look forward to receiving your full application using reference 2217-BD, including 1) your CV, 2) a statement of interest (relating the position to your skills) and 3) grade or work certificates to hr@ligentec.com. Non complete applications may not be considered.