



LIGENTEC is a young and dynamic company located in Lausanne, Switzerland. We are manufacturing Photonic Integrated Circuits (PIC) 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.

We are looking for a(n):

Business Development North America

Integrated Photonics

Your responsibilities:

- Understand and analyse market trends and requirements
- Cultivating positive and close customer relationships and giving technical support to key customers during all phases of the sales cycle.
- Identify potential key customers and win new business opportunities
- Develop and drive the product roadmap process, and provide input for product and applications development.
- Maintain proficient knowledge of the organization's history and programs
- Ensure a smooth handover to R&D for the execution.
- Collaborate closely with management

Your profile:

- Minimum of 5 years of experience in integrated photonics (Master, PhD, Postdoc)
- Industry experience is a strong plus
- Strong network in the photonics industry
- Highly customer and solution-oriented mindset.
- 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
- Willingness to travel within North America and occasionally to Switzerland
- Work/residence permit for USA or Canada

Sending of applications:

We look forward to receiving your full application in English using reference 2225-BD, including 1) your CV, 2) a statement of interest (relating the position to your skills) and 3) grade or work certificates. Non-complete applications may not be considered.

