



Business Developer

WHO WE ARE?

A fast growing innovation platform that designs and characterizes innovative illumination, detection and imaging systems integrating cutting edge photonics technologies. We help companies active in every kind of applications (global leaders, SME's and start-ups) to innovate by providing them with top-notch industrial solutions.

TEAM

A bunch of 12 successful and highly skilled engineers coming from the industry, embedded with passion for technology, innovation, markets and customers.

YOUR MISSION

Thanks to our excellent track record and a very demanding market, we believe in our brilliant future. Therefore, we expect you, together with PISEO's team support, to acquire new customers and projects, as well as to identify new business opportunities, in order to make our company a key global player.



CONTRACT: full time (CDI)



LOCATION: Lyon



START: ASAP

YOUR RESPONSIBILITIES

- To identify new prospects and projects by any means of search activities: web, trade fairs, symposia, clusters...
- To manage existing customer base and detect new project opportunities.
- To manage the acquisition process from lead generation to project acquisition using the CRM tool.
- To detect application and markets opportunities and consolidate trends by means of data collection and analysis.
- To participate in marketing communication activities: articles, key-notes, leaflet, website...

REQUIREMENTS

- Technical background, ie: Master degree in optics.
- Experience in sales of high added value optronic systems or services.
- Strong drive for customers and projects acquisition.
- Autonomous, agile and able to work at global level.
- Team player and engagement in the development of the company to make it a global leader.

PISEO
photonics.innovation.services

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