



## JOB VACANCY

### Business Developer based in Northern/Eastern Europe – Defence (M/F)

#### DESCRIPTION

**Do you want to join an innovative French technological high-tech “jewel” with a start-up spirit?**

A pioneer in infrared technologies, **HGH Infrared Systems** (≈ 130 people) is an **international reference in optronics**, present in France, UAE, Singapore, USA, China and India.

Are you passionate about cutting-edge technologies and ready to make an impact in the Defence industry?

We are looking for a **Business Developer, based in Northern/Eastern Europe**, to strengthen our presence in this area.

#### MISSIONS

- Drive business growth by identifying and acquiring new clients
- Build and maintain strong relationships with our existing customer base
- Develop strategic partnerships with key stakeholders (institutional clients, systems integrators)
- Represent the company at major trade shows and industry conferences
- Gather customer insights and share them with the Product Management team
- Deliver on-site demonstrations with support from headquarters

#### PROFILE

- Proven sales experience of systems in Defence sector and/or Homeland Security
- Military background is a plus
- Knowledge of counter-drone solutions (c-UAS) or Air Defence is a strong advantage
- Familiarity with public procurement and tender processes
- Excellent command of English, both written and spoken
- Curiosity for new technologies and innovation

#### Location & Travel:

- Ideally based in **Germany, Poland, the Baltic States, Scandinavia, or Finland**, with regular travel across Northern and Eastern Europe.
- Salary based on experience level (Fixed salary + Bonus).
- **Consultant having his own structure**

**To apply, please visit our website: <https://hgh-infrared.com/fr/recrutement/>**



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