

SENIOR BUSINESS DEVELOPER SILICON PHOTONICS

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JOB CONTEXT:

The European ecosystem for Silicon photonics manufacturing is rapidly evolving. To strengthen this Silicon photonics ecosystem, a new H2020 pilot line project will be launched in early 2019. In this pilot line end-users and technology/service providers need to be connected. In order to be able to reach out to hundreds of potential end-users – in particular those that are photonics agnostic, including many SMEs – a concerted action of business development, outreach and training needs to be set up, beyond the resources of the individual technology/service providers. This concerted action will evolve to a European Digital Innovation Hub for silicon photonics. To set up and lead this Digital Innovation Hub, we are looking for a senior business developer with a strong track record in product innovation or business development and knowledge of Silicon photonics technology.

JOB DESCRIPTION:

You will set up an operational approach and organization for the business development of an open access silicon photonics pilot line

Building on your excellent technical and application knowledge, you will neutrally analyze the innovation challenge of interested end-users of Silicon photonics technology, present them with a roadmap and reference the most suitable players from the pilot line eco-system.

You will monitor evolutions in photonics and non-photonics markets to detect opportunities where silicon photonics can bring substantial innovation value.

You will promote new business ideas based on Silicon photonics technologies to photonics agnostic companies in Europe.

You will travel around Europe to connect to company CTO's of current and potential end-users of Silicon photonics technology.

You will communicate current and future end-user needs to Silicon photonics technology and service providers.

You represent the pilot line at external trade shows and exhibitions.

PROFILE:

You have experience in or understanding of silicon photonics based technologies.

You have minimum 5 years or more experience in a technical-commercial function in an R&D or product innovation environment.

You have an entrepreneurial mindset, a strong personality and work in a result- and service-oriented manner.

You demonstrate operational excellence, by taking actions, coordinating, driving and assisting decision processes.

You possess strong verbal and written English communications skills and you are an effective mediator.

You are willing to travel.

You are able to extend your internal and external networks and to talk and confer on technical, legal and business related matters. A relevant existing network is a plus.

Experience or training in the following elements is an asset:

1. Experience in marketing, prospecting for new partners, conducting PR and developing professional networks;
2. Additional business-oriented education (e.g. MBA).

OUR OFFER:

In exchange for your talent, passion and expertise, you will get an independent role with many challenges for the taking. This is your opportunity to contribute to this silicon photonics technology that can impact the society of tomorrow. Your energy and commitment are appreciated by means of an attractive and competitive salary. There is also a possibility to work on a consultancy basis. At this stage we welcome expressions of interest for this position. After formal decision by the European Commission about the pilot line the vacancy will become formally public from the 1st of September 2018 onwards and the earliest starting date is expected to be the 1st of January 2019.

For more information on the silicon pilot line initiative, employment regulations, etc., please contact Prof. Roel Baets on 09/264.33.29 or 0496/559975, or via email at Roel.Baets@UGent.be.

APPLICATION:

Please submit your expression of interest with resume and motivation letter by no later than Thursday 15th of March 2018 by sending it to Roel.Baets@UGent.be. The expressions of interest will be treated in a strictly confidential way.