



Business Development Manager

VPIphotonics, premier provider of professional simulation software and design services for integrated photonics and fiber optics, optical transmission system and network applications, is offering a position in its US Solution Center near Boston, MA.

With a worldwide customer base spanning data/telecom, sensing and signal processing applications, VPIphotonics is seeking the talents of a Business Development Manager to mainly help developing sales and services in the Americas region.

Work Responsibilities

The successful candidate will drive business development for VPIphotonics products and services:

- Strategic development of markets, accounts, and channels.
- Participation in technical marketing and road-mapping.
- Lead generation and account management along with our sales team
- Participate in report generation of sales/services pipeline, forecast and statistics
- Preparation for conferences, trade and road shows

Desired Skills & Experience

- PhD, MS degree, or 10 years of experience in a photonics or telecom related field is required.
- Familiarity with design aspects of optoelectronic components and fiber-optic communication systems is required. Experience in design software applications and their markets is a plus.
- Good presentation and communication skills is required. Experience in presenting technical sales material to partners and customers in the photonics and fiber optics industry is a plus.
- Good working knowledge of Windows operating systems is required. Application knowledge of VPIphotonics design tools is a plus.
- Inside or outside sales experience, or product management experience a plus.

Further, we envision that the successful candidate will have

- Strong analytical and problem solving abilities
- Self-motivation and ability to develop new customer projects
- Solid people skills, ability to work in a team
- Strong customer service orientation

This is a genuine rare opportunity to work alongside global equipment manufacturers, service providers and research institutes. VPIphotonics will provide comprehensive product training, in addition to an exciting and rewarding international career path. This position is based in our US Solutions Center in Norwood, MA. Occasional travel to customers, partners, trade shows and conferences is required.

A successful candidate will receive an attractive package that is negotiable, based on experience & qualifications. VPIphotonics benefits include an excellent health insurance program, 401k, and more. Please send your detailed resume by Aug, 31 2019 to jobsUS@VPIphotonics.com to be considered.

About VPIphotonics

VPIphotonics sets the industry standard for end-to-end photonic design automation comprising design, analysis and optimization of components, systems and networks. We provide professional simulation software and design services. Our award-winning solutions are used extensively in research and development, and by product design and marketing teams at hundreds of corporations and at over 160 academic institutions worldwide. For more information, visit www.VPIphotonics.com