



Business developer and account manager at Lytid

Presentation:

Lytid develops and commercialises advanced terahertz technologies for science and industry. One of the core technologies is the quantum cascade laser, which is an electrically pumped semiconductor laser emitted directly terahertz radiation in the range of 2 to 5THz. The second core technology are electronic multiplied sources based on planar GaAs Schottky diodes for the sub-THz range (0.1-0.6THz). Applications range from medical imaging, NDT for industry 4.0, industrial sensing or ultra-broadband télécommunications. The startup was founded in 2015 and received a Prism Award for Photonics Innovation at the Photonics West show in San Francisco in 2016 for its first product, TeraCascade. In the scope of its growth and new product developpements, Lytid is looking to hire a talented co-worker specialized in:

Business development and Sales

As a Business Development Leader, you have a passion for sales and an entrepreneurial spirit. Your ability to quickly establish relationships of trust with existing clients and prospective customers will be instrumental to your success. Excellent communication, presentation, negotiation and interpersonal skills will make you effective in your role as you work thru the sales cycle of prospecting, proposing and closing deals.

Responsibilities :

- Manage & Maintain existing customer relationships; Develop and foster new ones.
- Identify & develop opportunities for new products, services, campaigns, distribution channels and partnerships.
- Effectively implement, utilize and leverage the CRM to manage opportunities and drive the buying process.
- Create & Execute strategies that provide consistent annual increases in sales while keeping customer satisfaction a top priority.
- Provide detailed and accurate sales reports and forecasting.
- Clearly articulate the strength and value propositions of our products.
- Travel to in-person meetings with customers and partners to develop key relationships.
- Participate in trade shows, workshops and seminars as needed.

Qualifications/Knowledge, Skills & Abilities Requirements

- Minimum Bachelors' Degree, or equivalent experience. PhDs are welcomed.
- 3+ years' experience in sale or business development. In photonics is a big plus.
- Understand social medial tools and how they can be used for marketing and business development.

- Ability to work independently
- Proficient with computer and cloud-based sales and customer relations management (CRM) tools.
- Must hold Valid Driver's License and be willing to travel.
- Ability to organize and complete multiple projects in an efficient and timely manner.
- Experience in marketing is a plus

Collaborations :

- ENS Paris, Ecole Normale Supérieure de Paris, LPA Laboratoire Pierre Aigrain, Quantum Well Infrared Photodetector
- MPQ Lab Matériaux et Phénomènes Quantiques, Paris Diderot 7, quantum cascade laser technology
- LERMA Lab, Observatoire de Paris, GaAs planar terahertz Schottky diodes multipliers

Job location: Paris area, France

Please send your application to : jobs@lytid.com.