

Business developer & Sales engineer

(Permanent contract/CDI)

Company presentation

Lytid develops and commercialize advanced photonic products for industry and academy. Our goal is valorizing state-of-the-art THz and IR technologies into high-performance and accessible products. Diverse core technologies are employed by Lytid, including Quantum Cascade Lasers, electronic multiplied sources based on planar GaAs Schottky diodes, Quantum Well Infrared Photodetector and InGaAs SWIR sensor. Our portfolio is developed with the aim of making available these technologies to demanding users who want to explore IR and THz applications, while delivering a plug&play, user-friendly product. Our systems are compact, powerful, reliable, easy-to-use and fully integrated, releasing the users from the complexity of the equipment.

As high-end THz and IR technologies, originally exclusively available in research labs, are made available for industry thanks to Lytid's portfolio of fully-integrated products, awareness of their potential for industrial applications is rapidly raising. Applications as non-destructive testing, medical imaging, quality control in Pharma and Agrifood can benefit from Lytid's solutions, suitable for both academic and industrial end-users.

In the frame of supporting its fast growth and its expansion in the market, Lytid is looking to hire a talented co-worker specialized in:

Business development and Sales

You will integrate the existing sales team. You have a strong aptitude for sales and an entrepreneurial spirit as well as passion for highly-technological products. You will manage and maintain existing customers. Your ability to quickly create 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:

- Be able to entertain technical discussion with academic and industrial customers. Clearly articulate the strength and value propositions of Lytid's products, with the goal of increasing the awareness of Lytid technology.
- Manage & maintain existing customer relationships, keep customer satisfaction a top priority.
- Implement strategies to ensure consistent annual increases in sales and to expand the portfolio of customer.
- Identify & develop opportunities for new products, services, distribution channels and partnerships.
- Travel to in-person meetings with customers and partners to develop key relationships.
- Effectively implement, utilize and leverage the CRM to manage opportunities and drive the buying process.
- Provide detailed and accurate sales reports and forecasting.
- Propose and organize participation to trade shows, workshops and seminars.

- Manage and develop communication channels, including linkedIn account, newsletter and maintenance of website.

Qualifications/Knowledge, Skills & Abilities Requirements

- Scientific/engineer background is required. Minimum master's Degree, or equivalent experience. PhDs are welcomed.
- Experience in sales or business development in highly-technological and industrial environment is a plus.
- You must hold good communication skills and confidence with public speaking.
- Good level of English is required, other languages (in particular French) are a plus.
- Team working spirit is required while you're expected to work independently and to organize and complete multiple projects in an efficient and timely manner.
- You're familiar with computer and cloud-based sales and customer relations management (CRM) tools.
- You understand social media and ADS tools for marketing and business development. Experience in marketing is a big plus.
- You must be willing to travel, valid driving license is a plus.

Our offer:

- Stimulating and diverse job environment
- Young, passionate colleagues with friendly working surrounding
- High-end photonic technology environment
- Career growth as the company grows
- Autonomy, independency and travel opportunity
- Job location: Paris area
- Competitive salary

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