

Business Development

KEY REQUIREMENTS

- Hands-on Business Development experience in providing electrical and environmental testing services for EEE products including Digital, Analog, Mixed Signal, ASICs, Microprocessors, Memory, Custom Semiconductors, Discrete, Linear and Passives for A&D market.
- Extensive experience and understanding of technology standards, protocols, emerging technologies, and pulse of start up and pre production companies.
- Strong experience with RFQ process, proposal and quote management. The incumbent is required to comprehend customer requirements and convert these into professional written quotations offering the best fit technical solution to meet customer needs.
- Develop and maintain new accounts as well as expand existing accounts.
- Ability to launch new Sales initiatives into new markets.

QUALIFICATION NEEDED

- Bachelors degree (BS) in Engineering, Business Administration or related field.
- 5 to 10 years of progressive experience in technical Business Development environment.
- Knowledge of customers, logistics, maintenance infrastructure, policies, regulations and procedures.
- Proven creative sales and business development skills.
- PC skills including Excel, Word and Power point.