



B-HORIZON

M I C R O E L E C T R O N I C S

B-Horizon is an internationally-active IC consultancy and design company with focus on the automotive, industry and consumer segments. We operate with the agility of a startup and the professionalism and solid process structure of a market established benchmark.

Our passion and extensive experience in microelectronics as well as our wide range of consultancy and development services highlight our core competencies. With our services we leverage the lead position of our customers applications by enabling their innovative products with the best achievable time to market and total cost of ownership.

You have the same passion for microelectronics? Send us your application and become a part of our team and our success story. We are currently looking for a

Business Development Manager (m/f)

As a Business Development Manager you will develop our market position and expand our customer base by identifying, developing, defining, negotiating, and closing business relationships with (future) customers. In this position, you will work hand-in-hand with the Management of B-Horizon to reach our company targets.

Responsibilities:

- Identify potential customers, lead early customer engagements and enable the field to successfully engage and win in the marketplace
- Work directly with end customers to identify opportunities and specify solutions
- Conduct market research, trend and competitive analysis, collaborate with internal and external partners
- Propose strategic business plan and solution to customers to ensure design win
- Strategize and build long term relationships with top customers
- Drive technology collaboration with customers
- Manage business development for market segment(s)
- Create & communicate, the market segment long-term outlook, contributing to the long term strategic plan

Qualifications:

- A technology-oriented degree in marketing or engineering
- 5+ years of working experience in semiconductor or high-tech industry
- The ability to understand technically complex contexts to consolidate and present those on a management level
- A high level of flexibility to adapt to different business situations and team settings
- Strong analytical skills being able to work with abstract matters and to communicate complex matters in a condensed form
- Strong communication and interpersonal skills are a must



- High level of commitment, empathy, customer and service orientation
- Collaborative skills, initiative, flexibility, solution oriented and independent work approach
- Excellent speaking and writing skills in English and German
- Travel flexibility

Benefits:

- Exciting work environment and extensive introduction to the required technical contexts
- Good development opportunities in a growing company
- Taking responsibility of a variety of tasks
- Competitive remuneration package of fixed salary plus bonus
- Working in an experienced, dynamic, diverse, and agile team
- Modern work environment with flexible working hours

We are looking forward to your convincing application documents.

Contact: Ms. Krämer

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