

## Business Development Manager - Photonics



### Company Background

Alter Technology UK provides contract package design and assembly services for a wide range of semiconductor devices. Alter Technology UK is a subsidiary of Alter Technology TUV NORD and is part of world leading technical services provider TUV NORD's Aerospace Business Unit.

### Job brief

We are looking for the successful candidate to meet our customer acquisition, revenue and EBIT growth objectives. The ideal candidate will have experience of selling high value semiconductor optoelectronics / photonics assembly and test services. Experience of selling niche photonic products is also an advantage

### Responsibilities

- Identify sales leads, analyze application requirements, and pitch suitable products and services to new customers. Maintain a good working relationship with all new contacts.
- Partner with customers to understand their business needs and objectives.
- Review RFQs, align with Alter UK technical capability and business objectives, prepare proposals and quotations.
- Effectively communicate Alter's value proposition through proposals and presentations.
- Build and maintain strong, long-lasting customer relationships.
- Own and hit/exceed annual sales targets within assigned sectors and accounts.
- Provide annual, quarterly, and monthly sales forecasts.
- Identify suitable sources of funding, including Innovate UK, EU, ESA or other and prepare proposals for funding.
- Identify key growth areas by type, and implement strategies to accelerate market penetration;
- Work with Product Engineering Lead to develop new product definitions and specifications.
- Understand and communicate internally market and technology trends.

### Requirements

- Previous sales or business development in a high-tech field.
- Proven proficient working knowledge of optoelectronics assembly / packaging processes.
- Knowledge of narrow linewidth diode lasers and Quantum applications is a benefit.
- Ability to communicate, present and influence all levels of the organisation.
- Proven ability to drive the sales process from plan to close.
- Proven ability to articulate the distinct aspects of Alter's service offering.
- Proven ability to position services against competitors.
- Excellent listening, negotiation and presentation skills.
- Excellent verbal and written communications skills.
- BA/BSc degree or equivalent preferred.

### Benefits

Competitive salary.  
Contributory pension scheme.

### Location

The ideal candidate will be UK based with regular travel to customers throughout UK and Europe. Candidates based remotely will also be considered.

Applications to: [matt.booker@uk.altertechnology.com](mailto:matt.booker@uk.altertechnology.com)