

BUSINESS DEVELOPMENT MANAGER – Experienced

intoPIX is looking for new collaborators to reinforce its dynamic and growing team. As a member of our team, you will be at the heart of innovation, co-creating great products with the leaders of audio-visual markets. We are looking for an experienced business developer with a strong willingness to learn how to achieve the incredible goals of intoPIX as a team; with an interest in technologies; and someone willing to contribute to the relaxed and fun environment at intoPIX.

YOUR FUTURE JOB

As **Business Development Manager**, you'll be working to convert a maximum of prospects to customers. If you're looking for a career that combines strong sales ability and technical knowledge, within an agile and scaling team, and with the opportunity to meet new people on a consistent basis, then you might consider working as a Business Development Manager at intoPIX.

This involves educating key influencers on projects about the proper use, advantages, and value of intoPIX products, with a view to understanding their specifications and products. It means visiting customer sites and events (worldwide) to assess opportunities - giving business and technical advice and adding value through the use of intoPIX products.

It also means looking into new business prospects and working with the sales team to develop strategies.

YOUR RESPONSIBILITIES

- **Grow Sales:** You will look at how to grow intoPIX sales territory. You create relationships with prospects and customers and make frequent visits to customer sites to ensure all products are working effectively. You also meet with potential customers to discuss new and upcoming products. Actively drive market research and analysis to identify growth opportunities and secure business expansion in the assigned business.
- **Sell Technical Products:** You will spend a good portion of your day meeting (calls, conference calls, and travels) with potential customers, explaining product features, presenting and demonstrating new products, and determining which products meet the needs of each individual customer. You complete business proposals, prepare sales documents, and negotiate contract terms. You also follow Accounts after sales, handling the current business and creating new opportunities.
- **Participate in Trade Exhibitions, Seminars, and Conferences:** You are the face of intoPIX. You discuss products and product development with interested parties. You also attend training seminars and industry conferences to learn about industry trends and sales techniques, as well as network with other business developers and engineers.
- **Identify trends/applications and provide information to intoPIX. Discuss Product Enhancements and New Product Development:** Since Business developers are usually the first individuals to test out new products to customers, it is up to these individuals to record any issues, note consistent problems, and offer ideas to enhance products. Maintain awareness of competition (position in the market, product development, etc.)

SKILLS YOU ALREADY HAVE

- 5+ years of experience in sales/business development positions
- Experience of selling high-value technical solutions
- Knowledge of software / IP licensing or Semi-conductors is a plus.
- Entrepreneurial spirit, able to keep cool head and to think clearly in unexpected situations
- Master degree, in engineering or business engineering or equivalent experience.
- Strong communication and interpersonal skills, including excellent communication & presentation skills in English. (other languages such as French (internal), German Chinese or Japanese is a plus).
- Enthusiasm to learn and drive to succeed. Commercial mindset , passionate about technology.
- Open to travel regularly.
No issue to come 3 days a week at the business office to connect with the team, and speed-up onboarding.

SKILLS YOU WILL LEARN IF YOU DON'T HAVE THEM ALREADY

- TV Broadcast, Pro-AV, Automotive, Industrial Vision, Semi-conductor (FPGA, ASIC, SoC) market know-how
- Video & Image Processing technologies know-how

WHAT WE OFFER

You will work in a growing, innovative high-tech company with smart, passionate, and fun people. Our offices are located in Mont Saint-Guibert (Belgium) in the Axis Park. We offer a competitive salary with attractive benefits. We value flexibility and offer the possibility of partial home working (up to 2-3 days a week). With full team integration from day one, a job at intoPIX provides you with, challenging tasks and responsibilities to contribute to the success of the company.

If you meet the profile and would like to be part of the team, please send your CV and cover letter to jobs@intopix.com