

Job Description Business Development

Approvers/Dates

Approvals are managed in electronic QMS

Revision History

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307 SW Columbia Street
Bend, OR 97702

Business Development**SiCamore Semiconductor, Inc.**

SiCamore Semiconductor, Inc is a commercial foundry service developing, qualifying and manufacturing power semiconductors primarily in Silicon Carbide and Silicon. We aim to enable our customers' business and delight them as their premier choice for innovation in power devices.

As Business Development, you are....

To be involved with a variety of existing and potential foundry customers. You will be the first contact for a business. You will educate customers about the company's products or services to increase sales. Develop relationships in new territories and increase sales by contacting potential customers directly. You will be responsible to develop the internal sales and customer experience process which includes developing a CRM system that can fulfill the demand and professional appearance with all details. Build a customer service and customer engineering team.

Specific responsibilities include:

- *Maintaining current client relationships.*
- *Identify new potential clients.*
- *Participate in developing account plans/strategy.*
- *Participate in legal, MOA/MOU, contract, etc. negotiations - Involved in the contract process working with management and legal.*
- *Contacting potential customers to develop relationships and sales.*
- *Help manage the New Product Introduction Process as a liaison between SiCamore and the customer.*
- *Help develop and manage customer timelines, forecasting, pricing and systems.*
- *Examines risks and potentials for the business opportunities.*
- *Closes new business deals by coordinating requirements; developing and negotiating contracts; and integrating contract requirements with business operations.*
- *Maintaining and strong understanding of product and services.*
- *Innovating new ways to serve businesses.*
- *Researching trends and creating new opportunities to increase sales.*
- *Collaborating with sales and account teams to ensure requirements are met, such as sales numbers and profit goals.*
- *Hiring, training, and managing junior salespeople, both internal and external.*
- *Work with all departments in the organization to assure all systems are implemented and followed by internal and external sales force.*
- *Develop negotiating strategies and positions by studying integration of new venture with company strategies and operations.*
- *Examines risks and potentials for business opportunities.*
- *Extremely self-motivated and very outcome focused.*

To be successful in this role, candidates must possess the following background, skills, and experience:

- *Typically requires 10+ years of related experience with a 4-year degree; or 3 years and an advanced degree; or equivalent work experience.*
- *10+ years of experience in sales support which include business plan development, account planning, account management, technology mapping to business issues, sales pitch and demo delivery.*
- *A successful career in sales within a complex technical organization. Experience in High-Tech manufacturing highly regarded.*
- *High level of interpersonal, organization and verbal communication skills.*
- *An understanding of semiconductor (foundry, design, IC packaging) production processes (desirable).*
- *Strong negotiation skills and sound commercial acumen, experience managing budgets essential.*
- *Capacity to perform travel up to 30%.*

Specific job duties assigned within internal eQMS System.

Compensation is commensurate with experience and qualifications. Company provides medical and dental insurance, paid vacation and sick time off, paid Holidays, and a 401k plan. Each job at Sicamore Semi belongs to a specific job classification which has its own standard pay grade and is grouped in categories according to complexity, responsibility, and impact upon company operations. Nonexempt positions may be overtime eligible.

Positions with Sicamore Semi may require a US citizenship or permanent residency to be in compliance with ITAR regulations. If you are not a US resident or citizen, you may be asked to obtain an export license.

Sicamore Semi is an Affirmative Action and Equal Opportunity Employer. All qualified applicants will receive consideration for employment without regard to race, color, gender, sexual orientation, religion, national origin, marital status, age, disability, veteran status, genetic information, or any other protected status.

If you are interested in consideration for this position, please email your resume to jobs@sicamoresemi.com.