



About the company

QPlox Engineering is a cutting-edge engineering and consultancy firm specializing in innovative solutions for the semiconductor and electronics industries. With expertise in staffing, engineering, and consulting services, QPlox Engineering delivers tailored solutions, driving technological advancements and business growth for its clients.

Job Description

We are seeking a highly motivated and experienced Business Developer to join our team and play a key role in driving our growth and success in the semiconductor and electronics industry. As a Business Developer, you will be responsible for identifying, developing, and closing new business opportunities. You will also be tasked with building and maintaining relationships with key clients and partners.

Key Responsibilities:

- Identify and develop new business opportunities within the semiconductors, high tech and electronics industry.
- Research and analyze market trends and competitor activity.
- Develop and present compelling proposals to potential clients.
- Manage the sales cycle from lead qualification to closure.
- Build and maintain relationships with key clients and partners.
- Contribute to the development and implementation of the company's business strategy.
- Represent the company in fairs, markets, and within consortiums and institutional partners.

Location: Leuven, Belgium

Candidate Description

Qualifications:

- Proven track record of success in business development in the semiconductors, microelectronics, electronics or high tech industry.
- Strong understanding of the market and its key players.
- Excellent communication and presentation skills.
- Ability to build and maintain relationships with key clients and partners.
- Strategic thinker with a results-oriented approach.
- Bachelor's degree in business administration, engineering, or a related field.

Experience:

- 5+ years of experience in business development in the semiconductors and electronics industry.
 - Proven track record of closing deals and generating revenue.
 - Strong network of contacts within the industry.
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We offer

An attractive salary package with fringe benefits. A high tech, multicultural and young ambient. A fast growing track in a growing company, Nominated Trends gazelle award for 4 years in a row. Formation in multidisciplinary environment plenty of learning opportunities.

Contact

Send your CV and application letter to jobs@qplox.com with the subject "**Business Developer**".
