

JOIN THE WINNING TEAM!



TES Electronic Solutions is a leading international design services company and technology/IP provider. We offer a complete end-to-end service in application-specific electronic product & sub-system design - including supply chain management. We are developing and manufacturing innovative electronic solutions for international customers in all industry segments.

Our comprehensive product development expertise covers a wide range of embedded electronics design disciplines:

- System-architecture and system-design of electronic products
- Radiofrequency, microwave, wireless and antenna design
- PCB based hardware development
- Embedded software design
- HMI and graphics and multimedia systems
- Digital ASICs and FPGAs
- Analog-, Mixed-Signal And RF ASICs

In order to sustain the continuous growth of the company, we are looking for a:

Business Development Manager ASICs (m/f/d)

Located at our Design Centre in **Munich, Stuttgart, Duesseldorf, Frankfurt or Hamburg**

We are looking for a Business Development Manager who will be a key contributor to develop TES' ASIC turnkey and design services business, IP sales and ASIC lifetime management services on a worldwide basis.

Your challenge

- Develop ASIC business in target markets including design service and ASIC lifetime management
- Identify relevant target markets and target customers
- Generate relevant contacts to decision makers within target customers
- Acquire business / drive business to closure at target customers
- Generate quotes in collaboration with engineering management
- Maintain value proposition and sales collateral for ASIC & FPGA services
- Work closely with engineering in order to have a clear understanding of the capabilities and of the needs of the market and customers
- Report on a weekly basis to Management
- Refine & optimise ASIC strategy
- Fulfil sales objectives defined in assigned sales quota

Your profile:

- Engineering degree in electrical engineering, physics or comparable
- Experience in ASIC design (preferably Mixed signal / RF ASICs)
- Self-confident appearance
- Strong negotiation skills
- Drive, self-motivated and organized
- Ability to work independently, but also as a team player
- Fluent in German and English
- Design and Application Engineers who are interested to move to business development are welcome

We offer great career opportunities, an attractive salary, flexible working time as well as an excellent working environment. Are you interested? Please send your application to:

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