



- ➔ As a Company, we have earned a reputation of a world leader in the production of infrared detectors.
We have our proprietary technology as well as the facilities necessary to implement new solutions.
 - ➔ As a Team, we combine passion for scientific achievements with the pursuit for their business applications.
 - ➔ As Employees, we foster a friendly atmosphere and open communication, which help us respond to the needs of even the most demanding Customers.
 - ➔ If you would like to join us, we are currently looking for a person for the position of:
-

BUSINESS DEVELOPMENT MANAGER (MILITARY MARKET)

What tasks will we entrust you with?

- Active participation in the business and academia environment of the Military market
- Acquiring and managing new customers as well as developing the existing markets in line with the company's
- Researching organizations and individuals to find new opportunities
- Finding and developing new markets and improving sales
- Working cross-functionally with R&D and Applications Engineering Departments within VIGO Photonics to generate complex proposals that meet the customer needs
- Identifying and establishing partnerships with associations and organizations in the area
- Planning business development and ensuring that the goals set are achieved

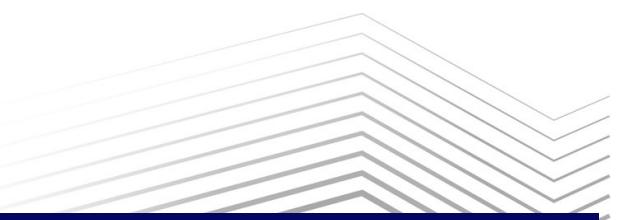
What qualifications do we require?

- Minimum 6 years of sales experience in the field of microelectronics and/or optical components related to optoelectronic systems, lasers and/or spectroscopic analysis
 - Experience in business development and customer acquisition in the Military Market
 - Experience in leading technical sales and project management
 - Master's degree in technical studies, photonics specialization is a plus
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• Why apply to VIGO?

- ➔ We treat each and every application as an expression of the highest trust and give it the attention it deserves. We provide ALL applicants with an update on the application procedure as soon as possible.
- ➔ The selected person will be offered stable employment, an extensive employee benefits package and opportunities for professional training and development.
- ➔ We provide an elaborate induction process and make sure that every new VIGO Employee feels a part of our Team from the very first day.

If you are interested, please send your application documents via the website:
<https://vigo.com.pl/o-nas/kariera/oferty/>





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- Fluent command of English (knowing other languages is an advantage)
 - MS Office skills, driving license
 - Experience in managing relationships with partners, sales negotiations and problem solving
 - Ability to think strategically - seeing the bigger picture as well as setting aims and objectives in order to develop and improve the business
 - Ability to summarize and present results in a clear and effective manner
 - High communication and negotiation skills
-

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