

iniVation is revolutionizing computer vision to reach unprecedented levels of speed and energy efficiency. Its Dynamic Vision Sensor hardware-software technology platform is in use in over 250 companies and labs across a wide range of industries including IoT, automotive, consumer electronics and aerospace. To build further on its momentum, iniVation is seeking a:

## Technical Business Development Manager (80-100%)

In this position, you will be a key part of the team bringing Dynamic Vision Sensor technology to the world. Your tasks will include:

- Understand and translate the benefits of DVS technology into tangible customer benefits, and communicate these benefits to customers at technical and management levels
- Develop business opportunities across multiple industries (mobile, IoT, automotive, industrial automation, aerospace)
- Represent the company and generate leads at customer meetings, conferences and trade shows
- Follow up leads and convert them into sales of devices, projects and design wins

The following elements in your profile are essential:

- Demonstrated record of success in highly technical business development roles
- Existing strong network in one or more of the industries listed above
- Excellent communications skills in written and spoken English; other languages a bonus (in particular German and/or Mandarin Chinese)
- Strong analytical skills, including use of CRMs and MS Office or other analytics tools
- Previous experience in a highly technical engineering role
- Ability to manage a high, changing work load while always keeping an eye for detail
- Very high motivation; willingness to go the extra mile in a dynamic startup environment
- Completed university degree in a relevant technical field
- Swiss or EU passport, or Swiss residence with existing right to work (B/C permit)

Why work at iniVation?

- Work at the forefront of a new era in fast, efficient, intelligent computer vision
- Deliver value for industry-leading customers and partners around the world
- Get in early as a key employee and help us to grow fast
- Dynamic working environment in Zurich, Switzerland

Some travel will be required. Salary and benefits will be commensurate with experience. iniVation is an equal opportunity employer.

Interested? Please send your CV (and academic transcripts) with the job title in the subject line to [info@iniVation.com](mailto:info@iniVation.com).