



Job opening for Business Development Manager

Morphotonics B.V. develops and sells roll-to-plate (R2P) OEM production technology for imprinting nano- or microstructures on large area substrates. Our cutting-edge technology and machines have unique features that radically improve our customers' products in the display and solar industry. We enable holographic or 3D imaging in smartphones or AR/VR displays and substantially increase the energy efficiency of solar panels. We work for innovative companies and market leaders in Silicon Valley and Asia.

Working for a scale-up company means that the job is diverse, fun, and challenging. This requires strong analytical skills and great teamwork. Our team members take pride in their job and get substantial responsibility toward customers in delivering what we promise.

With multiple OEM systems sold, Morphotonics is now looking for an ambitious and energetic Business Development Manager to help us expand the reach of our R2P technology and support our customers. You will work together with the Business Development Team to develop and maintain strong customer relationships with the support of the engineering, operations, and other departments. You will help develop growth strategies, conduct research to identify new markets and customer needs, answer customer questions, propose development plans, and promote company products and services. In this job a good sense of technology is essential.

Preferably you have the following characteristics:

- A Master degree in Physics, Chemistry or comparable study, or;
- A Master degree in Business working for a technology company;
- Practical business development, sales, customer support work experience;
- Positive and enthusiastic personality, able to work alone and in a team;
- Fluent in Dutch, Chinese and English;
- Domestic & international travel will be required (20% of working time), standard workplace is at our office in Veldhoven, the Netherlands;
- Hands-on with good communication skills.

Both junior and senior engineers are welcome to apply.

Morphotonics offers a challenging and dynamic job in an innovative environment with competitive benefits. At Morphotonics you can truly have an impact on new consumer tech products that will impact global markets and sustainability. If interested, please send your letter and resume to marsja.molegraaf@morphotonics.com

