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## Job Profile – Business Developer (junior or senior)

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Insightness is a spin-off company of the University of Zurich and the Swiss Federal Institute of Technology (ETH Zurich). We develop computer vision systems based on our own, novel “Silicon Eye” vision sensor (ASIC camera chip). The complete technology stack has been developed in-house: from sensor chip and camera PCB to drivers, software and computer vision algorithms.

We are currently building highly efficient systems for visual localization, mapping (SLAM) and tracking, targeted at emerging markets such as augmented reality devices. We recently released our second evaluation kit including our own camera and event-based visual-inertial odometry framework (<https://goo.gl/F2pk5W>). Some of the world’s biggest companies are our customers and with one of these big names we have recently signed a deal for a really exciting project. Now we are looking for a motivated business developer to further grow our business. Should you be interested in working with a cutting-edge technology and with customers that are writing the future of computation, come and join us.

### Job Description

- Study the relevant markets (AR/VR, consumer electronics, robotics, automation, IoT, ...) and scout for business opportunities
- Create and refine the marketing strategy in collaboration with the team
- Represent Insightness at trade fairs, conventions at customer meetings
- Generate leads for evaluation kits, NRE projects and design wins
- Follow up on leads and convert them into sales

### Requirements

- Plenty of motivation to find new business opportunities, convert existing ones into sales and bring the company to the next level
- Excellent communication skills, positive attitude and fluent in English
- Experience or education in the field of business development, marketing and sales
- Very comfortable with MS Office, CRMs and other digital tools
- Basic understanding of and excitement for electronics and software
- Plus: Massive network in the field of components, consumer electronics or other relevant fields

### Benefits

- Become an integral part of a highly motivated and skilled team and shape the way we work
- Being exposed to the most advanced technologies and the latest developments
- Experience the startup culture – Flexibility, Freedom and chance to grow fast
- Work with the world’s biggest and most influential technology companies
- Attractive compensation

### Application

Visit our website for more information. To apply for this position, please submit your cover letter and CV to our email address. Should you already have a lot of experience in the field of business management, please indicate that you would be interested in becoming our future head of business development.

Starting date: As soon as possible.

### Insightness

Max-Höggerstr. 6  
8048 Zürich

[applications@insightness.com](mailto:applications@insightness.com)  
[www.insightness.com](http://www.insightness.com)

