

# JOB OFFER



## **Senior Business Development Manager Automotive**

Location: Munich area, Germany

Fabless semiconductor supplier KDPOF provides innovative gigabit and long-reach communications over Plastic Optical Fiber (POF). Making gigabit communication over POF a reality, KDPOF technology supplies 1 Gbps POF links for automotive, industrial, and home networks. Founded in 2010 in Madrid, Spain, KDPOF offers their technology as either ASSP or IP (Intellectual Property) to be integrated in SoCs (System-on-Chips). The adaptive and efficient system works with a wide range of optoelectronics and low-cost large core optical fibers, thus delivering carmakers low risks, low costs, and short time-to-market.

### **Your Duties:**

- Represent KDPOF on commercial and development topics
- Identify and establish close relationships with key customer OEM and Tier-1, within advanced engineering, development, purchasing, and quality groups at management and upper levels
- Timely customer visits to identify and follow up sales opportunities
- Identify and follow competition within each customer
- Support HQ sales management with advice and strategy on commercial negotiations
- Define, execute, and deliver a country specific roadmap
- Main point of contact for daily customer's purchasing organization
- Timely sales forecast consolidation reporting for the customers under his/her responsibility
- Identify needs for documentation, evaluation kits, etc. in order to support and facilitate customer technology evaluation
- Work with PR Germany to support local market events (trade shows, congresses, tech days, etc.) where KDPOF should be present

### **Your Profile:**

- Market knowledge of German automotive industry
- Established contacts with carmakers and Tier-1 suppliers

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- Successfully studied electrical engineering, communications engineering, computer science, or a comparable field and have general knowledge in the field of automotive data transfer
- Enthusiastic about new future-oriented vehicle applications
- Organizational skills and talent to set up German subsidiary
- Used to working independently
- Strong negotiation and excellent communication skills
- Perfect German and good English skills orally and in writing

## **Your Opportunity:**

- Develop the German automotive market for KDPOF
- Establish and lead the German organization
- Flat hierarchy and a relaxed and extremely friendly atmosphere in an international team
- Exciting and challenging start-up spirit
- Performance-related salary
- Flexible working hours

Are you interested? We look forward to receiving your application with an indication of your desired salary and availability, including cover letter, curriculum vitae, and references: [sales@kdpof.com](mailto:sales@kdpof.com)

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