# Business Development Manager

## Location:

Santa Clara, California (onsite) with 30% domestic travel.

## Who is Promex:

We are an established, widely known, privately owned, California-based microelectronics contract manufacturing company. Servicing hundreds of customers annually, we have been a part of the Silicon Valley fabric for 50 years.

We are committed to developing and delivering high-quality novel assembly services to customers across our target markets: medical, biotech, communications, mil-aero, wearables, and other sectors that require complex smart devices. These devices are usually physically small, incorporate bare semiconductor die, and require heterogeneous integration of non-electronic components.

## Position Overview:

We are seeking a dynamic Business Development Manager to drive our growth by identifying new customers and business opportunities. The ideal candidate has a “hunter” mentality and a strong technical background with an engineering degree and/or equivalent work experience in a technical industry. They should also have knowledge of and maintain strong connections within our target markets.

## What You Will Do:

* Build market position by identifying, developing, negotiating, and closing 2-4 major business relationships annually, each with revenue of ~$500,000 to $2,000,000/year.

You’ll achieve this by:

* Participating in our 30-day, hands-on microelectronics on-boarding to learn Promex’s unique capabilities and processes.
* Building relationships with key decision-makers at 5 or more potential customers in our target markets within 12 months, reporting out to the broader Engineering and Sales teams.
* Finding projects with unmet assembly needs that Promex can fill with 10 or more customers in our target markets. Identify the relevant engineering and business decision makers, timing and status of their assembly needs, and position Promex as an ideal service provider by articulating our solutions to their critical problems.

## Who You Are:

* A generalist who likes to learn new things and act upon that knowledge.
* Friendly, approachable, and action-oriented extrovert.
* Tenacious risk-taker who is unafraid to step outside their comfort zone and make decisions with incomplete information.
* High energy, curious, and driven to ask questions and seek new opportunities.
* Comfortable learning and discussing complex technical concepts with clients and engineers.

## Your Core Competencies:

* Bachelor's degree in a technical field (Science, Engineering, or similar).
* 5+ years total professional experience in one or more of our target markets, spanning *at least* two of these functions:
  + Business development
  + Program/project management
  + Engineering/Science
  + Supply Chain Management
  + Technical Operations
  + Technical Sales
* Ability to recognize opportunities and create tailored solutions using Promex’s capabilities.
* Experience working collaboratively with cross-functional teams, including Engineering, Program Management, and Operations.

## Compensation and Benefits:

We offer a competitive salary and performance-based incentives. Our comprehensive benefits package includes health, dental, and vision insurance. Employees also have access to opportunities for professional development and career advancement, along with the chance to work on cutting-edge projects in a supportive and innovative environment.

## Why Join Us?

You’ll be part of a company at the forefront of domestic microelectronics manufacturing, working with a collaborative team in an exciting, high-growth environment. We take on difficult projects that require broad skills and many unique processes that others reject. You’ll work directly with leading-edge technology and clients in our target markets and make a tangible impact on our growth and success. We foster a culture of innovation, teamwork, and professional development, ensuring that every employee has the opportunity to thrive.

## To Apply:

Please submit your resume and a cover letter detailing your relevant experience and explaining why you’re the ideal fit for this role. We look forward to hearing from you!