

Business Developer

Incize, a Belgian hi-tech/R&D start-up, is looking for a full-time business developer to support the extension of its activities in China.

The candidate should be prepared to work in a fast-paced and innovative/hi-tech environment, and willing to gain broad experience in various aspects of marketing, business development and relationships building.

Responsibilities

- Identify new business opportunities by performing in-depth market analysis of the Chinese market
- Analyse prospects and evaluate their position in the industry
- Maintain relationships with existing leads
- Establish contacts and develop relationships with prospects
- Represent the company (exhibition, workshops, conferences and scientific events)
- Actively promote the business through various marketing channels (web platform, commercial briefs, e-mail campaigns, etc)
- Handle the preparations to install an office in China
- Work with the Chinese officials on different aspects of financial and logistic support.

Profile

- Major in business/marketing studies or related field
- Excellent verbal and written skills in English and Chinese (Mandarin)
- Knowledge of another language (French, Japanese, German, ...) is a major bonus
- Good command of Microsoft Office (PowerPoint, Word and Excel)
- Committed, result oriented with an analytical mindset and a quick learner
- Team player as well as able to work autonomously
- Self-motivating, innovative and creative
- Passionate about technological developments and have the strategic vision to turn them into business opportunities
- Strong reporting, presentation and communication skills
- Able to practice discretion when handling confidential information
- Professional attitude and stress resistant, excellent organization and coordination skills

What to expect

You will be actively involved in the development of our business and will have your place as a member of our team from day one. You will have a rich opportunity to learn, develop and accumulate an international experience working closely with our customers and partners around the world.

- A friendly, flexible and international work environment
- Lots of freedom and chance to show and execute your own initiative and ideas
- A genuine start-up experience
- Infinite opportunities to learn

How to apply

Please send your CV and a cover letter to info@incize.com with a subject line BizDev01_2017_*surname*.

About Incize

Incize is a company offering characterization and modeling services of devices and materials used for RF applications. Incize also provides radiation hardness test services. We work with foundries and fabless companies around the world. Incize is based in Louvain-la-Neuve, Belgium.

Visit incize.com to find out more.