

PlanOpSim is hiring!

Just a paradox to solve....couple physics to a commercial mindset.

Business Developer for optical R&D software

About us

Planopsim is young engineering company focusing on optics and photonics. PlanOpSims main product is optical R&D software for simulating and designing metasurfaces. Metasurfaces are an upcoming field in the nano-photonics industry. Planopsim's software is used for the design of nano-structured photonic components in the fields of telecom, VR/AR devices, holography and metrology by R&D departments and research centres across the globe. We support multiple companies over a wide range technologies as technical consultants next to providing software.

Planopsim is a start-up located in Ghent, Belgium, in the heart of a thriving region for photonics technology.

Job description

Based on PlanOpSim's strategic internationalisation plan you will continuously validate and improve our global software sales strategy and practices. You will report directly to the CEO and interact frequently with commercial management, on a peer level.

You will set up and coordinate collaboration with distribution partners and resellers in key markets. You will act as voice-of-the-user toward software development and translate user-level requirements to feature descriptions.

This encompasses finding and proving creative and performant solutions for:

- Prospection and marketing channels and communication
- Market segmentation, distribution and pricing strategy
- Technical design support for customers
- Questioning current business models and enforce new ones

You will travel to technical conferences and distributors (up to 10%).

Your profile

The ideal candidate would have:

- Experience in business development in the Optics and photonics or computational software field
- A Master's degree (M.Sc., Industrial or Civil Engineer) in Photonics Engineering, Physics, Electrical Engineering or equivalent through experience, an additional "commercial" degree means a definite advantage.
- A genuine interest in optics and photonics applications
- Experience with computer aided engineering software in particular for optics is considered an advantage.
- Fluent proficiency in English, speaking Dutch and/or French is a plus
- Good communication skills to both specialised and general audiences
- A self-starting personality, who enjoys working in a rapidly changing environment
- The ability of thinking "out of the box" and questioning current practices

What we offer

You will receive a competitive salary. By joining Planopsim you will be working at the cutting edge of technology with many opportunities for personal and professional growth. Furthermore you have the opportunity to join a start-up near the ground floor and have a strong impact on the company's growth.

Contact:

Send in your résumé and application letter to lieven.penninck@planopsim.com

Further info:

Please also check our 2 other current vacancies via our website for [Application Engineer :](#)
[Optical and Photonics R&D Software](#) OR [Optical Engineer: Computational Physic.](#)