

Location: Detroit area, MI, USA
Employment type: 10+ years

Ref : SM_BIZDEV_DIR

Publishing on Company's website, Indeed, Glassdoor,

DIRECTOR OF BUSINESS DEVELOPMENT

Silicon Mobility is a technology leader for cleaner, safer, and smarter mobility. The company designs, develops and sells flexible, real-time, safe, and open semiconductor-based solutions for the automotive industry used to increase energy efficiency and reduce pollutant emissions of hybrid and electric vehicle while keeping passengers safe.

Silicon Mobility is increasing its foothold in the USA and opens a "Director of Business Development" position to strengthen its local team.

As Director of Business Development, you will work closely with the VP Sales and VP Marketing and Business Development to build long-term partnerships with the local ecosystem and preparing Silicon Mobility's future. You will be a key player in building and maintaining mutually beneficial relationships with customers and partners.

You are the ideal candidate if you have previous business development experience at a growing startup that successfully drove a breakthrough technology to market. You have been intimately involved in initial customer adoption, developing business and go-to-market strategy. You are comfortable working with business and technical teams. You can simplify complex subjects, and help experts understand the business value of their work. Connecting with people energizes you, and you value careful listening, thoughtful questions, and data-driven evaluations. Contact us: send your resume and cover letter to hr@silicon-mobility.com

ROLE & MISSIONS

As part of the Sales and Marketing team, you will be in charge of developing the business relationship with automotive new OEMs (Electric Vehicles manufacturers), traditional OEMs, Tier1s and the automotive technology providers' ecosystem.

Primary responsibilities of the position include:

- Build, manage and grow relationships with automotive players to promote Silicon Mobility technology, products and roadmap.
- Engage customers on selecting Silicon Mobility products in their design.
- Engage partners to strengthen Silicon Mobility product offering.
- Drive relationship building process at multiple levels between partners/customers and Silicon Mobility.
- Negotiate and execute commercial agreement with customers.
- Understand the competitive landscape; identify strategic opportunities and threats, and actively communicate them to Silicon Mobility management.
- Work closely with product, sales and engineering to identify impactful opportunities and drive partnerships to execution.
- Attend trade shows.
- Spend time in the field with marketing team members and clients.
- 50% travel in the US, Asia and Europe.
- Reports to VP Marketing and Business Development.

The position requires pro-active involvement with all departments of the Company.

COMPETENCIES AND QUALIFICATIONS

- 10+ years of demonstrated success in business development that resulted in business via partnerships and lead customers sales.
- BA or equivalent required; MBA or advanced degree desired.
- Experience with partnerships and sales at semiconductor and/or embedded software technology in the automotive industry.
- Demonstrated ability to identify and develop new partnerships and leads from concept to activation.
- Proven success in ideating, developing, negotiating and closing complex deals.
- Organized, detail-oriented, and able to coordinate and lead meetings across teams and functions.
- Strong contract negotiation skills.
- Extensive industry contacts and ability to navigate Detroit-based and Silicon Valley companies, as well as tech scenes
- Excellent written and verbal communication skills.
- CRM proficiency.
- Self-motivated, curious, high energy and persistent personality, and excellent interpersonal and presentation skills.
- International business experience a plus.

