

JOB VACANCY



ABOUT VLC PHOTONICS

VLC Photonics was born in 2011 as a technological spin-off company from the Technical University of Valencia, and since October 2020 belongs to the Hitachi High-Tech Corporation group.

The company now focuses its solutions on the photonic integration technology. It is a world pioneer in the design house business model, providing all kind of services related to this technology: engineering consultancy, optical chip design, chip testing, and brokerage for manufacturing and packaging subcontracting.

Sales & Marketing Manager

VLC Photonics is a young and very dynamic company, now searching for a new member to be added to its growing team.

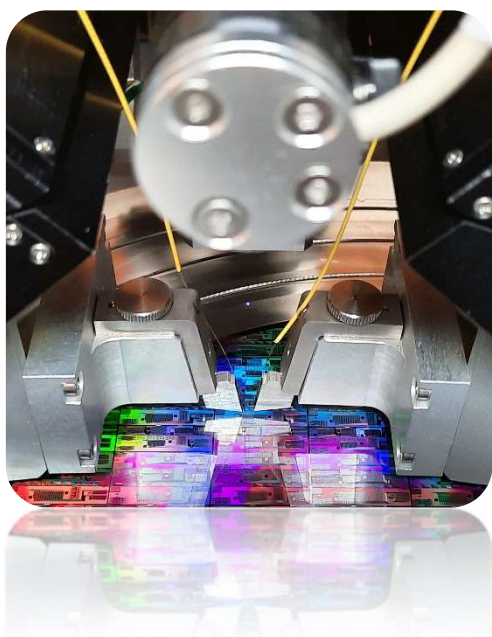
REQUIRED BACKGROUND/EDUCATION

Experience on photonics and/or semiconductor technology and markets and experience in photonic integration technology, applications and markets. Strong leadership to lead the Sales and Marketing department and grow company. Valued expertise in specific PIC applications and/or markets. Sales skill utilizing digital marketing approach would be highly valued.

REQUIRED SKILLS

- Master in optics, photonics or opto-electronics
- Negotiation skill with the clients
- English skill more than C1. Experience living abroad valued.
- Deep knowledge of Photonics Systems
- Management skill to interact with the team and other departments.
- Fundamental understanding of digital marketing like





GROSS ANNUAL SALARY

Depends on candidate's adequacy

OTHER BENEFITS

- Access to UPV campus facilities (sports complex, library, parking, medical center, etc.)
- Close access to public transport (tram, train, rental bikes)
- Very flexible worktime schedule.

LOCATION

VLC Photonics offices, Valencia, Spain (map)

STARTING DATE

As soon as possible

VLC Photonics offers a stimulating and varied work environment in a young but growing high-tech business start-up, located at an attractive international city in the Mediterranean coast (300 sunny days a year). Cost per living in Valencia is very affordable compared to other Spanish or European large cities ([check](#)). Additionally, VLC Photonics offers continuous education and training in all technical activities and provides free or low-cost access to certified courses in many areas through the Permanent Training Center (CFP) of the UPV.

Interested candidates please forward the CV and presentation letter at careers@vlcphotonics.com for evaluation, indicating in the subject "SALES & MARKETING MANAGER".

VALUABLE SKILLS

- Ph.D. in optics, photonics or opto-electronics. Photonic integrated circuit design and/or characterization experience not strictly needed but recommended.
- Planning and forecasting skill (mainly for budgeting).
- Supply chain management (foundries, packagers)
- Any other extra language (e.g., French, Italian, German, Dutch, Chinese, Japanese). Spanish not strictly needed but recommended.
- Microsoft Office suite, advanced knowledge.
- CRM experience valued.
- Very pro-active, versatile, collaborative character.
- Organized, good project management skills.
- Good international networking skills and available professional network.
- Ambition for growth and expansion

POSITION RELATED TASKS

- Photonic integration opportunities: technical evaluation and review.
- Customer accounts and project management including the management and education of junior potions.
- Commercial activities and business development in the field of photonic integration.
- Representing the company at different physical and online events.
- Collaboration with marketing related to the company's activities (conferences and exhibitions, workshops and trainings, networking events, promotional material, etc.).
- Managing internal meetings within company as representative of the department.
- Collaboration with other VLC departments on relevant business areas at internal and public funded R&D projects.
- Monthly, quarterly and yearly reporting and forecasting.