

Business Development Manager Europe (m/f/d)

Sargans, Switzerland | European market responsibility



JOIN A BEST-IN-CLASS PHOTONICS TECHNOLOGY COMPANY

ESPROS Photonics is a best-in-class photonics technology company serving our worldwide customer base in industrial and building automation, mobile robotics, health care, IoT and security. The company develops and produces TOF and LiDAR imagers, custom ASICs as well as 3D camera sensors based on the unique CCD/CMOS process.

To support our growth and further expand our presence in key European markets, we are seeking a motivated and experienced **Business Development Manager (m/f/d)** to identify new opportunities, build strategic customer and partner relationships and turn our technology into sustainable business growth.



YOUR MISSION:

Turn deep technology into new markets, new customers and new business.

As Business Development Manager Europe, you will be a key driver of ESPROS' growth in Europe. You will identify market potential, open new doors and develop strategic relationships with OEMs, system integrators and technology partners.

You will work at the intersection of technology, applications, customers and business – combining technical understanding with an entrepreneurial mindset and a strong focus on results.

YOUR IMPACT:

- **Develop New Markets:** Identify and develop new business opportunities across European markets. Discover new applications and market potential for ToF, 3D sensing and related ESPROS technologies.
- **Build Strategic Relationships:** Acquire strategic new customers and build sustainable relationships with OEMs, system integrators and technology partners.
- **Create Business:** Develop and implement business development strategies that generate sustainable revenue growth and strengthen the market position of ESPROS.
- **Drive Opportunities:** Manage complex sales opportunities from initial contact through evaluation, development and contract closure. Build and maintain a qualified opportunity pipeline.
- **Connect Technology and Applications:** Work closely with customers, engineering, product management and other internal teams to translate customer requirements into compelling sensor solutions.
- **Represent ESPROS:** Represent ESPROS at customer meetings, trade fairs, conferences and industry events and help increase our visibility in strategic markets.



YOUR PROFILE:

- **Customer & Business Mindset:** Strong customer orientation, entrepreneurial thinking, excellent communication and negotiation skills, and the ability to turn opportunities into results.
- **Personal Drive:** A self-directed and structured working style, high initiative and a strong focus on results and closing
- **Technical Background:** A university degree in a technical field such as Electrical Engineering, Physics, Photonics/Optics, Electronics or Industrial Engineering.
- **Business Development Experience:** Several years of professional experience in Business Development, Technical Sales or Product Management within a B2B technology environment.
- **International:** Willingness to travel internationally and very good written and spoken German and English. Additional languages are welcome.

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WHY ESPROS?

- **Deep Tech Environment:** Work close to photonics, semiconductor technology, sensing and 3D imaging in a fast-paced, innovative environment
- **Global Customer Base:** engage with customers and partners across international technology markets.
- **Real Responsibility:** Take ownership of developing markets, customers and strategic business opportunities.
- **Big Technology - Small Company Spirit:** High-tech semiconductor expertise with short decision paths, a family-like atmosphere and the freedom to make a real difference.

MAKE A DIFFERENCE WITH US:

If you are ready to take on an exciting challenge, turn deep technology into new business and become part of the ESPROS journey, we would love to hear from you.

Position:

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Application:

Please send your application, including your CV, salary expectations, and earliest start date by email to hr@espros.com

For further information, please contact Mr. Christian Schiess, VP Sales & Marketing at christian.schiess@espros.com.

Direct applications are preferred.