

# China Business Development

## Company

Our company client is a fabless semiconductor company based in Grenoble, France. It was formed in 2014 with the mission of revolutionizing intelligent sensors and devices. They have developed a product, an ultra-low power IoT Application Processor, enables devices to interpret and act on image, motion and sound data at energy levels which allow years of operation on batteries bringing low installation and operation costs.

The target of this role is to aid the Company by developing business opportunities in China region. Where the client has already invested significant resources, has Chinese staff at its head offices and is committed to developing business. Two of Client's investors are major Chinese corporations.

The position is open in Shanghai.

## Responsibility

- Prospect for customers and partners (sensors, ML algorithms, embedded development) in the right target segments in China
- Follow up and qualify all leads and discovered customers and partners
- Attend tradeshows in China and actively prospect for new customers and partners
- Actively use social network applications and tools to generate new customers and partners leads
- Identify new market segments for the product by imaginatively understanding how it could resolve prospective customer's problems
- Actively follow customer evaluations and developments using the product to apply appropriate resources to advance projects.
- Negotiate pricing and business deals for the product

## Requirement

- 5 years semiconductor sales experience
- Experience with sales into IoT applications
- Rich network of OEM semiconductor sourcing and R&D contacts
- Fluent with social network applications (WeChat...) monitoring and posting
- Interest in or experience of machine learning applications
- Excellent written and oral English communication skills
- Mandarin native speaker

***Please send your resume to: [sh-recruitment@ccifc.org](mailto:sh-recruitment@ccifc.org)***