

Job Title: Business Development

Join the company that is putting “the eye” in AI. Oculi®, Latin word for eyes, is a deep-tech fabless semiconductor company that produces the OCULI SPU™, the first practical silicon chip that closely mimics biology in selectivity, parallel processing and efficiency but outperforms in speed. Join the thought leaders in the field and play a critical role in delivering fast, efficient, secure, and low SWaP computer/machine vision solutions to the market.

About the Role

This is mostly a client-facing position: responsible for defining and executing strategies to introduce Oculi imaging and vision solutions into products in various markets. You will develop scalable and efficient go-to-market strategies to ensure consistent results and exponential growth. You will work with the engineering team to define the product feature set and roadmap, stay on top of industry trends, understand competitor solutions and how to position our differentiation, build and strengthen engagements with customers, represent the customer’s viewpoint in internal discussions, contract negotiation and execution, identify and execute partnerships while identifying products and markets that can best benefit from our solutions. Strong candidate is expected to grow with the company and reach a C-level position quickly.

Key Qualifications

- 5+ years recent experience in semiconductor, preferably imaging or vision technology.
- Excellent understanding of near term market focus: digital signage, smart/interactive displays or devices, smart appliances, AR/VR.
- Good understanding of related markets including IoT, Smart phone, mobility, industrial, and/or defense.
- Strong leadership and networking skills.
- Ability to speak and present at conferences, trade shows, and other events..
- Strong project management skills, strong intellectual curiosity and drive.

Why should you apply to Oculi ?

- ✓ You get to work on the most advanced vision technology in the world.
- ✓ You get to work in a very dynamic and exciting startup where you set your own limit of success and growth.
- ✓ You get to collaborate with leaders and experts in the field of smart sensors and computer vision.
- ✓ You get to shape the next revolution in technology.

✉ If you find this job stimulating send your CV in PDF format to info@oculi.ai . Please include the Job Title in the email subject.

