

## **Job Title: Business Development - Government/Defense**

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**

You will be responsible for defining and executing strategies for winning and growing the business opportunities with government and/or defense entities. The strong candidate is expected to grow with the company and reach a c-level position to lead a separate business unit focused on government and defense opportunities. You will develop scalable and efficient go-to-market strategies to ensure consistent results and exponential growth. Hiring and mentoring would be a key responsibility. 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. Initial market focus on automation, robotics, drones, smart munitions and weapons, self-protection systems (any platforms) against drones/ rockets/ missiles, and ISR applications where SWaP is a key requirement.

### **Key Qualifications**

- 10+ years recent experience in government & defense business development. Experience with computer/machine vision systems and/or weapon seekers is preferred.
- Recent military experience or civil service is a plus.
- Knowledge in SBIR and STTR programs.
- Ability to negotiate and close business deals.
- Strong leadership and networking skills with established connections in this space.
- Ability to develop market strategies, hire, supervise, and develop personnel.
- Ability to write proposals and technical papers, speak and present at conferences.
- 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](mailto:info@oculi.ai) . Please include the Job Title in the email subject.