

## Position: Business Development

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| Position                 | Business Development - Rochester                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       |
| Scope of work and Duties | <ol style="list-style-type: none"> <li>1. Market Expansion &amp; Sales Growth <ul style="list-style-type: none"> <li>&gt; Identify and acquire new clients, partners, and opportunities in the semiconductor and photonics industries in the U.S.</li> <li>&gt; Develop and implement sales strategies to drive revenue and business growth.</li> </ul> </li> <li>2. Client Relationship Management <ul style="list-style-type: none"> <li>&gt; Build and maintain strong relationships with customers, research institutions, and tech companies.</li> <li>&gt; Act as the primary point of contact for U.S. clients, providing technical and business support.</li> </ul> </li> <li>3. Strategic Partnerships &amp; Networking <ul style="list-style-type: none"> <li>&gt; Represent Nicslab at Photonics West, SPIE conferences, and industry events to enhance brand presence.</li> <li>&gt; Establish partnerships with universities, tech hubs, and distributors in Rochester and beyond.</li> </ul> </li> <li>4. Market Research &amp; Competitive Analysis <ul style="list-style-type: none"> <li>&gt; Conduct in-depth research on market trends, competitors, and emerging technologies.</li> <li>&gt; Provide insights to guide product positioning, pricing, and market entry strategies.</li> </ul> </li> <li>5. Proposal Development &amp; Contract Negotiation <ul style="list-style-type: none"> <li>&gt; Prepare business proposals, partnership agreements, and sales contracts.</li> <li>&gt; Negotiate and close deals to secure funding, research collaborations, and strategic alliances.</li> </ul> </li> </ol> |
| Key Skills               | <ul style="list-style-type: none"> <li>• Good character (honest and kind).</li> <li>• Industry Knowledge – Strong understanding of the semiconductor, photonics, and electronics industries.</li> <li>• Business Development &amp; Sales – Proven ability to identify leads, negotiate deals, and drive revenue growth.</li> <li>• Communication &amp; Networking – Excellent ability to engage clients, represent the company, and build strategic relationships.</li> <li>• Analytical &amp; Market Research Skills – Ability to analyze market trends, competitors, and opportunities to inform business strategy.</li> </ul>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       |

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|  | <ul style="list-style-type: none"><li>• Self-Motivation &amp; Independence – Capable of working independently to build Nicslab’s presence in the U.S. and achieve business objectives.</li></ul> |
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