



## Business Developer

### Job Description



As a Business Developer, you will be part of an ambitious project that aims at improving 4G/ 5G wireless communication network power consumption. Your impact will be wide and lasting on the success of the company. Want to make a splash in the 5G communications industry?

Your responsibilities would be the following:

- Figure out and deeply understand Wupatec's RF Power markets
- Drive the overall marketing strategy and go-to-market approach
- Manage CxO relationship and establish long term partnerships with third parties and industry bodies
- Build a solid product roadmap and work with lead customers to enable successful roll outs of new products
- Drive RF product roadmap from proof of concept to product launch
- Build successful business plan (market intelligence, pricing strategy, go-to-market)
- Create and execute business development strategy
- Drive business development of new customers and new market segments that are in line with the company's business objectives

### Top 5 reasons to join WUPATEC:

- Embark on our international growth journey, our vision is to get bigger and better.
- Be at the forefront of technology and collaborate on game-changing projects, innovation is at the heart of the company
- Have an impact on the success of the company, embrace the challenge
- Continuous learning and great satisfaction
- Enjoy how we work together: team spirit, accountability, passion, pioneering spirit and performance

### Key Competencies Required:

- 10 years minimum of experience in RF power marketing, business development or similar
- Bachelor/Master Degree in electronics engineering or other relevant area / MBA.
- Market experience: Wireless, cellular, LTE, 5G, WLAN, ...
- Strategic thinker with excellent collaboration and relationship building skills
- A good technical understanding of the products (RF power amplifiers) and the ability to act as a translator between their functionality and the customer's expectations
- Excellent problem solver with a proactive attitude.
- Excellent verbal and written communication and presentation skills.
- International travel to customer(s) site or partner(s).



## About Wupatec

Founded in 2016 and located in Limoges, France, Wupatec has developed unique IPs to significantly decrease the power consumption of RF Front end. With the ever increasing need for broadband data (LTE/5G handset, LTE/5G eMBB, Public Safety Network ...), the power hungry and narrow band Radio Front End Amplifier is a major roadblock to finally unleash all of the benefits of true Software Defined Radio (SDR), and the deployment of 5G networks with his large Massive MIMO Antenna System.

Wupatec's IPs and RF design know-how, coupled with mainstream GaN Process delivers an ultra-compact and cost effective solution, with outstanding performances, a major breakthrough not encountered in RF front end in the past 2 decades. Moreover, the uniqueness of our broadband amplifiers supports the Inter-Bands Carriers Aggregation, corner stone of 5G.



Starting date : as soon as possible

Contract type : full time

Motivating salary package and bonus program according to your profile

Location: preferably Toulouse, France, the vibrant European's heart of high technologies

This is a full-time job that requires high levels of dedication and discretion. The candidate has to engage to a strict confidentiality practice.

The candidate shall be in direct contact with decision makers, C-level managers and high influencers in the semiconductor industry worldwide. The job requires frequent international traveling.

## How to apply

Please send your CV and a cover letter to the attention of Stephane Dellier : [dellier@wupatec.com](mailto:dellier@wupatec.com)

