

We are a worldwide leading provider of laser beam projection displays that enable tech giants from Silicon Valley to Asia to unlock their Augmented Reality revolution.

To successfully continue our growth ambitions, we are looking for a

**BUSINESS DEVELOPMENT & SALES MANAGER (full-time)**  
(f/m/d)

**Your responsibilities:**

- Perform customer visits to introduce TriLite's products, identify current and future needs, roadmaps and drive customer engagement and development, build strategic relationships
- Initiate and manage joint development programs
- Development of products and application roadmaps and go-to market strategy
- Perform strategic analysis, definition and implementation of growth solutions in alignment with the management
- Customer Product Portfolio management
- Collaborate with management on goals, planning and forecasting; develop business cases and maintain short – and long-term business development plans
- Strategic marketing: organize technology roadshows and actively participate and present to customers, industry exhibits, trade shows, and conferences
- Cross- functional collaboration for product development and implementation of strategic initiatives
- Converting commercial discussions into signed contracts with the support of the company legal team
- Spending a significant amount of time in the field, generating leads, meeting customers and closing deals
- Build and coach world class Sales Team

**Your qualifications:**

- A bachelor's degree in engineering, marketing, business administration, or related field
- More than 5 years of professional experience in Sales and Marketing
- Strong analytical skills
- Strong communication, interpersonal and customer service
- Ability to understand high-level sales strategies, translate them into system and process requirements, and ensure local execution and business impact
- Excellent technical and problem-solving skills
- Good leadership and team working skills
- You are a team player with an open and communicative personality

**Your benefits:**

- Be part of a young, ambitious and international team with a flat hierarchy structure, with great team spirit and creativity.
- Work in a startup-like culture, with room to develop new ideas for innovation.
- Drive intensive co-operation with international and reputable electronics companies, working on exciting projects.
- Enjoy excellent development opportunities, continuously develop skills according to individual strengths and benefit from our proven mix of on-the-job training and external educational opportunities.
- We care about our country's climate – take advantage of a Job ticket as well as the opportunity to buy a bicycle through the Job Rad program.
- Keep fit with our gym membership.
- Participate in our regular company and team events.
- We have a great company location – headquarters in the center of Vienna (1040).
- We offer a competitive salary, dependent on qualifications and skills.
- Flexible working hours and possibility for home office.

**We invite you to join TriLite for a unique learning and working experience, with great potential for growth in an innovative environment.**

Applicants must have work permission for Austria/EU.

Please email your CV to [hr@trilite-tech.com](mailto:hr@trilite-tech.com), with reference to the job title.

No cover letter required. We are looking forward to receiving your application.