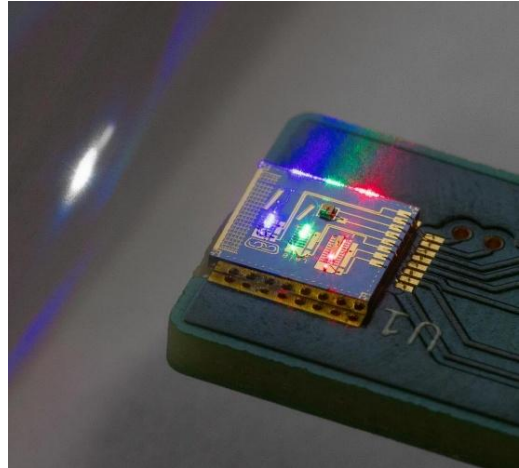


Vacancy

Business Development Director / VP

Brilliance has developed world's 1st LaserChip, which replaces today's bulky and complex discrete optical laser systems. Our unique integrated photonics LaserChip platform enables tiny & super-efficient projectors in AR, automotive and industrial applications. With strong market traction & various design-ins ongoing, we are now entering the next phase of scaling with customers all around the world.

We are now looking for an experienced Business Development Director running the front end of our business. You work with tech leaders and the outstanding Brilliance team to close business with industry's most efficient and brightest imaging solution.



What is required

- Proven track record of developing business in high tech & demanding high volume environments. Closed large volume contracts with complex organizations in combination with high customer satisfaction
- Strong network at high tech companies in consumer, automotive, industrial and/or semiconductor market segments. Ability to expand network quickly, e.g. at AR companies
- Experience managing a group of business developers & marketeers. Excels at connecting the business side with the technical team
- The ability to combine fundamental thinking with a result driven, pragmatic and fast approach, for example in the process towards commercial agreements/contracts
- Used to working with complex DMUs. Excels at DMU management for all stakeholders – engineering, manufacturing, quality, purchasing etc – at all hierarchy levels
- BSc or MSc in a relevant field

What we offer

- An open and fun environment, variation, freedom to do things your way in an energetic start-up environment with a supercool & talented team
- Good benefit package and plenty of flexibility
- We scale up our company together: Join the AR revolution in an early phase. Build a strategic position for Brilliance, make a big impact and be part of our scaling journey!

Apply at

info@brillianceRGB.com

The future is visible

About Brilliance

If you love high-tech and want to make an impact on future technology, you'll share our view that Brilliance is the coolest high-tech start-up company around the block.

Augmented Reality is the next big technology trend and will come in many forms such as AR glasses and next-gen automotive HUDs. Brilliance delivers a key component to enable this new world: The smallest and most efficient RGB laser light engine in the world based on Integrated Photonics. Working closely with tech giants, component suppliers and other partners, we are entering the next phase of system integration and scaling, to enable the ultimate Augmented Reality experience. Laser Displays are hot because they solve today's problems of efficiency, brightness & size.

Brilliance is a start-up, but we're leaning on 20 years of unique technology development and IP within the area of Twente, the Netherlands. Currently we are doing various customer design-ins with our prototypes while growing the company and preparing for high volume production. We offer the unique opportunity to join us and become part of our core team in this exciting phase.

Detailed job description

Brilliance already has talented representatives in the US, China, Japan and Israel, while Brilliance's founders are currently taking care of business development in Europe. Given the quickly increasing market traction, we now need more bandwidth and a more structural BD approach.

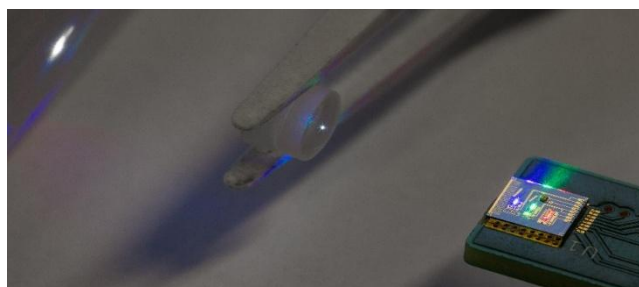
As a Business Development Director you will take the end responsibility for Business Development in Brilliance and set it up for the next phase of the company. You will take the lead while working closely with the other representatives and their local Customers. You will be the central person connecting external & internal, making sure all dots are connected between Customers, our team, our roadmap and marketing.

You will have a pivotal role in working with our customers making sure we keep track of their needs, respond swiftly, follow-up at the right frequencies, bring a structured process & CRM management in place. Ensure it's an enjoyable and effective experience for our Customers to work with Brilliance.

Thanks to your hands-on mentality, ownership and pro-activeness, you ensure we close business contracts with our breakthrough RGB laser light engine technology and realize our potential of becoming a >€100M company.

You'll be working in a multidisciplinary environment where semiconductor technology, electronics, packaging and optics come together.

Grow with Brilliance into the next phase; as an early team member, you pave the way for the future of our company, embracing the culture of a challenging but friendly environment where everybody can be themselves while having a lot of fun together as a team.



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The future is visible