



6367 Dean Pkwy
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Business Development

Department: Sales and Marketing
Reports to: CEO
Status: Exempt
Pay Range: >\$80,000
Location: TBD
Tools: Computer with MS Office and Optimax specific software programs.
Works with: Optimax personnel, professional society representatives, publishers, customers.

Role – Optimax requires an industry savvy individual for a new Business Development Role to seek, identify and initiate the growth of profitable new business and to further develop key account relationships. This position will be responsible for market research to identify emerging market opportunities in accordance with the corporate strategy, with a focus in semiconductor and medical/life sciences. This position will also ensure business growth by directing viable business acquisition opportunities to management. The primary mission is to promote Optimax through coordinated branding strategies in alignment with the corporate vision, mission and strategic plan.

This individual should be professional and articulate, both orally and written. This position is ideal for someone with a strong work ethic, the ability to prioritize & organize and for someone who enjoys multitasking. S/He will interface with various aspects of the business to shape corporate perception in the marketplace and should be energized by the challenge for enhancing market awareness of Optimax.

Duties -

- Marketing research to identify applications and corporations of interest
- Competitor and market analysis to assess potential threats
- Develop, review, and report on the business relationships and opportunities including key contacts and project objectives.
- Support the corporate decision-making to ensure the organization maximizes its long-term profitability through strategic decisions based on business development research.
- Work to strengthen brand awareness of Optimax culture, values and leadership within the photonics market.

Requirements-

- **Education:** BS or advanced degree.
- **Software:** Intermediate level Microsoft Office.
- **Experience:** Candidate should have 10 or more years of experience in the optics industry.
 - Demonstrated project management, communication and interpersonal skills.
 - Knowledge of optical systems, business management principles and financial reports
 - Sound analytical problem-solving ability required.
 - Highly motivated, results oriented team player is desired.

(EOE) Optimax Systems, Inc. must comply with the International Traffic in Arms Regulations (ITAR) issued by the United States Department of State, Department of Defense Trade Controls. Because of the ITAR, Optimax must limit employment opportunities to US citizens or lawful permanent residents of the United States.

If you are a qualified candidate for this position, please forward a resume to jobs@optimaxsi.com, or to Optimax Systems Inc., 6367 Dean Parkway, Ontario, New York 14519 attention Human Resources.