

# JOB VACANCY

Position: **SALES & MARKETING MANAGER**

## ABOUT NANOPHOTONICS TECHNOLOGY CENTER (UPV)

The Nanophotonics Technology Center (NTC), located on the campus of the Universitat Politècnica de València (UPV), was established in 2005 with the aim of becoming a leading R&D center in nanophotonic science and technology. Its main mission is to position NTC at the forefront of fundamental nanophotonic science knowledge and to utilize this knowledge to develop novel materials, devices, and systems for a wide range of applications.

In addition to other facilities and laboratories, NTC has a state-of-the-art 500 m<sup>2</sup> cleanroom dedicated to the fabrication and packaging of nanophotonic structures and devices using silicon-compatible technology. Alongside the CNM (National Microelectronics Center) in Barcelona and the ISOM in Madrid, our cleanroom is part of the Micronanofabs network, certified by the Ministry of Science, Technology, and Universities as an ICTS (Large Scientific and Technical Infrastructure). The promotion and sale of the cleanroom services offered by ICTS-NTC will be the main responsibility of the advertised position.

## REQUIRED EXPERIENCE

Experience in technological markets, with a particular emphasis on experience in markets, technology, and applications related to semiconductors and microelectronics manufacturing industry, also including photonic integrated chip market and applications. Strong leadership skills to lead the Sales and Marketing department and grow the client portfolio in industrial and technological sectors. Valued experience in applications and/or markets for Photonic Integrated Circuits (PIC).

## REQUIRED SKILLS

- Negotiation skills with clients.
- English language proficiency above C1 level.
- Knowledge of semiconductor technology.
- Knowledge in microelectronics and photonics technologies.
- Management skills to interact with the team and other departments.
- Business development skills to offer new service lines.
- Availability for international travel.
- Planning and forecasting skills (primarily for budgeting purposes).
- Highly proactive, versatile, and collaborative character.
- Organized, good project management skills.
- Ambition for growth and expansion.

## VALUED SKILLS

- PhD or master's degree in optics, photonics, or optoelectronics. Experience in Front-end or Back-end technologies in microelectronics industry processes, especially in Silicon Photonics, is recommended.
- Proficiency in any additional language.
- Microsoft Office package, advanced knowledge.
- Experience with CRM is valued.
- Good skills in establishing international contacts and available professional network.

## RESPONSIBILITIES RELATED TO THE POSITION

- Management of the current client portfolio and identification of opportunities and search for new clients for the technologies and fabrication capabilities available in NTC's cleanroom, including also characterization and packaging.
- Management of customer accounts and commercial follow-up of contracts and projects signed with clients.
- Commercial activities and business development (identification of potential clients, initial contacts, opportunity identification, solution presentation, proposal preparation, commercial follow-up, and negotiation of conditions) in the field of technologies and capabilities available in NTC's cleanroom.
- Representing the technological offer of the NTC's cleanroom at different events (industrial conferences, fairs, industrial workshops...)
- Participation in marketing strategy and active involvement in the NTC's cleanroom dissemination activities (congresses and exhibitions, workshops and training, networking events, promotional material, etc.).
- Collaboration with other NTC departments with revenue from contracts and R&D projects financed with public funds.
- Preparation of monthly, quarterly, and annual reports and forecasts.
- Collaborate with the NTC's cleanroom management in developing the annual commercial and marketing plan.
- Developing of commercial and marketing actions for content generation and dissemination.

## ANNUAL GROSS SALARY

Depending on the suitability of the candidate. Fixed salary plus incentives.

## OTHER BENEFITS

- Access to UPV campus facilities (sports center, library, parking, medical center, etc.).
- Work at a unique environment including high-tech clean-room and micro and nanofabrication equipment.
- Excellent public transportation connections (tram, train, bike rental).
- Flexible working hours.

## LOCATION

Universitat Politècnica de València - Nanophotonics Technology Center, Building 8F  
Camino de Vera s/n. Valencia 46022, Spain

## START DATE

Immediate incorporation, after the selection process at UPV.

NTC offers a stimulating and diverse work environment in a high-tech center located in the attractive international city of Valencia. The cost of living is very affordable compared to other major Spanish or European cities. NTC's cleanroom, being part of UPV, offers continuous training in all technical activities and provides free or low-cost access to certified courses in many areas through the UPV's Permanent Training Center (CFP).

Interested candidates, please send CV and cover letter to [misalas@ntc.upv.es](mailto:misalas@ntc.upv.es) for evaluation, indicating "SALES & MARKETING MANAGER" in the subject line.