

Business Development Manager

Singapore

We are hiring!

Welcome to the forefront of cyber-security innovation. At eShard, a global and independent powerhouse in security for embedded and mobile products, we're dedicated to safeguarding the digital landscape. With a stellar reputation earned through our expertise in embedded software security, Trusted Execution Environment, and embedded cryptography attacks, we've earned the trust of industry giants such as Google, Visa, NXP, and other leading vendors worldwide.

Our vision is clear: to lead the charge in cyber-security, specializing in cutting-edge solutions for integrated circuits (ICs), mobile applications, and robust backend systems. As we continue our journey towards excellence, we're excited to invite a dynamic and self-motivated professional to join our sales and marketing team.

Are you a seasoned commercial expert, brimming with proven business development acumen? Have you demonstrated prowess in shaping business development strategies alongside internal resources and partners? Are you ready to collaboratively define objectives and shape go-to-market plans? Imagine being an integral part of an international team, rich in technical diversity and experience, all working collectively to propel our sales activities and business growth to new horizons.

This is more than just a job; it's an opportunity for an enthusiastic business developer to play a pivotal role in driving product and service roadmaps while ensuring exceptional customer satisfaction. Your dedication and drive will directly shape eShard's continued success.

If you're seeking a stimulating yet flexible work environment, where challenges are embraced and agility is paramount, your journey starts here. Join us in rewriting the rules of cyber-security, and together, we'll lead the way into a safer digital future.

Job description

Your day-to-day at eShard for this position

You will be responsible for crafting and orchestrating a comprehensive marketing strategy, overseeing its implementation. This role entails active involvement in both physical and virtual events, alongside collaborating closely with the marketing team to define and execute localized marketing campaigns.

Your role encompasses evaluating untapped markets for potential prospects. This involves conducting thorough market research to identify emerging markets or target audiences and initiating contact with appropriate purchasing personas. You will present our array of services and products, assess specific needs, draft comprehensive business and technical proposals, and adeptly negotiate terms with clients.

Additionally, you will expand and nurture existing accounts by gaining insights into their requirements and obstacles, providing updates on eShard's product roadmap, and exploring opportunities to introduce other products and services within various teams.

Cultivating and energizing a network of partners (including distributors, VARs, and referrals) across different APAC countries will be another pivotal aspect of your role.

Maintaining an accurate sales forecast for your region will be crucial, as will vigilantly monitoring competitors and their presence within your market segment.

This role is based in Singapore, with certain aspects of your business development responsibilities potentially involving customer interactions and travel within the APAC region, as well as visits to our headquarters in Bordeaux, France.

You are

You work in a proactive manner and make sure that everyone is engaged and works well together. You take initiatives to make sure eShard core values are enforced and consistent with the different actions and to build a strong team spirit.

Within eShard, your enthusiasm lies in honing your skills and expanding your knowledge within a global and dynamically evolving technical landscape. The facets that define you encompass:

- Proven Proficiency in Business Development
- Adept Grasp of Business Strategy
- Familiarity with Indirect Sales
- Translation of Customer Needs into Action
- Tech Sensitivity
- Demonstrated Analytical Prowess: Your analytical skills are evident through your prowess in data analysis, comprehensive examination of KPIs, and a penchant for concisely summarizing complex information.
- Solid Interpersonal and Negotiation Skills
- Organizational Excellence
- Customer-Centric and Unifying Approach: You demonstrate a steadfast commitment to customers and possess a knack for fostering unity. Your responsiveness, solution-oriented mindset, and proactive stance are exemplary.
- Collaborative Team Player
- Superlative Communication: Your proficiency in both spoken and written English empowers you to articulate your approaches effectively, thereby offering vital support to our English-speaking clientele.

In this role, you will find a platform to amplify your potential, all while contributing to the ongoing success of eShard's endeavors.

Your benefits

- Competitive compensation package
- Flexible working hours, remote-friendly environment
- Strong focus on personal development
- High performance office equipment
- Comprehensive health insurance policy offering extensive medical, dental and vision care coverage
- Meal Vouchers
- Annual company outing plus snacks and drinks

About eShard

eShard is an ambitious internationally-focused company developing with a strong innovation path in cyber-security. A particular area of strength is the security expertise for embedded and mobile products (including embedded software security, Trusted Execution Environment, embedded cryptography attacks).

Our highly educated R&D teams are continuously analyzing current and potential security threats; it enables us to be at the state of the art of attacks and protection or beyond it.

We think that great software is important for security, that's why we are selling high value software that is first in class.

We help customers put the right amount of security in their product, and validate that with practical tests.

Everyone working at eShard embodies our 4 values: Excellence, Trusted, Collaborative and Disruptive. Our corporate culture is highly technical, our organisation fairly flat and our mindset flexible.

Our main office in Pessac, France has been around since 2015, but we have satellite offices in Marseille, Singapore and Germany.

eShard provides an attractive remuneration package including an incentive plan and good health insurance.

Interested?

Send your resume and motivation letter to:

career@eshard.com

Get in touch

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