

Business Development Manager AI Chips

OPPORTUNITY

Focused on a bold vision to deliver smarter technology for all sectors and industries, Ainira has built on its success of collaboration and close partnership with such titans like Mercedes Benz, VW Group, John Deere, Tesla, Mitsubishi Group, Intel, Google, NASA, SpaceX, Boeing, DARPA, and Lockheed Martin/ Skunk Works.

The Company is on a journey to innovate across the AI Semiconductors space, and fuel our unparalleled climb to \$16B market capitalisation. With this rapid scale and dynamic growth, we are hiring Business Development Managers to capture this generational moment and uncork the AI Quantum Chips business. Besides sales, this will include joint venture opportunities, global alliances, and targeted acquisitions.

JOB DESCRIPTION

As Ainira continues on its evolution of innovation and growth, the best people and top professionals are critical to our success, and in supporting our clients and catering to market requirements. Our work is not just about delivering a project and moving on to the next challenge; instead, we are building an evolving high-tech ecosystem where profits follow relevance, which will empower organisations as they transform.

Reporting to CEO, the Business Development Manager AI Chips will play a pivotal role in driving cross-functional collaboration to execute strategic initiatives, help uplevel AI Semiconductors proficiencies of the core team, and engage with key pursuits. This role requires a seasoned professional with sales leadership, business development, and strategy and operations expertise. You must be able to combine AI and silicon domain expertise with sales execution excellence to quickly drive action and deliver measurable results.

RESPONSIBILITIES

- Develop market capturing strategies for existing and new industry segments and geographical markets by collaborating closely with Major Area leadership to align priorities and business objectives
- Establish and maintain a professional, working and consultative relationships with clients, and engage directly with customers at C-level to champion large deals and ensure successful outcomes
- Help build, manage, and report on the AI Semiconductors forecast and pipeline, and contribute to a high powered global team of BDM specialists by sharing best practices and supporting your colleagues
- Present AI solutions in a professional manner to customers in person, and ensure the timely and successful post-sales delivery of AI Chip solutions according to customer needs and objectives
- Set direction and communication for both project team and business partners, and actively participate in cross-functional groups to design, build, execute sales growth strategy across all product workflows
- Establish value proposition and offerings, and drive sales best practices across the organisation – reference accounts, demand gen activities, repeatable sales plays, enablement and partner activation
- Trusted advisor and leader across the team, go-to expert for AI Chips, and a respected sales presenter
- Communicate the progress of monthly and quarterly initiatives to internal and external stakeholders

- Monitor industry developments, competitive market landscape, emerging trends, potential business opportunities, and customer requirements to provide feedback and insights to product managers
- Represent the organisation at official occasions, in negotiations, at conventions, seminars, public hearings and forums, and liaising between areas of responsibility

SKILLS and ABILITIES

- Bachelor's degree in Marketing, Applied Science, Statistics/Mathematics, or Economics; MBA preferred
- 10+ years' experience in technical consultative selling with account management across international markets driven by strong financial and analytics acumen
- Sales experience in large, global software companies (2,000+ employees) – skilled at operating in a matrixed sales environment and a consistent track record of meeting and exceeding team quotas
- Superior knowledge and demonstrated skills of sales techniques, customer interaction and relations – specialist sales experience is a plus; deep-tech AI and Semiconductor solutions experience is a must
- Remarkable leadership, coaching, and team building skills, high level of integrity, strong executive and entrepreneurial presence, and a winning, can-do attitude
- Demonstrated success in leading new business development activities within a deep-tech organisation
- Proven track record in business development and strategic planning with C-level *and* VP leadership
- Ability to navigate and collaborate through complex opportunities, and strong experience managing multi-tiered customer relationships, selling to large customers and establishing long-term relationships
- Comfortable driving multiple initiatives across all sales geographies and at a rapid pace, making thoughtful recommendations with available data
- Demonstrated high degree of initiative, creative problem solving, attention to detail, and calm under fire
- Outstanding organisation, communication, teamwork, presentation, and time management skills
- Able to engage effectively with others on the senior management team in design, finance, product, manufacturing, and legal, as well as to presenting effectively at Executive Management and Board level
- Travel domestic and internationally 50% of the time – EU, US, GCC, SE Asia, and Australia in particular

COMPENSATION

This is a senior role within the business and the compensation package, which includes company stock, will be structured to reflect the experience and expertise of the successful candidate.

APPLY

Click "Apply" below or use form in the Contact section – quote the reference number HR-AIS-0006. Only the shortlisted candidates will be contacted. Thank you for your interest.

Recruitment agencies, please note that no agency candidates will be accepted.