

## Senior Business Development Manager

Max Levy Autograph, a subsidiary of II-VI, Inc. specializes in the manufacture of precision patterned Optical and Mechanical Components, Circuitry and Metrology Standards. This includes manufacturing of high-precision phototooling and delineated parts in optical, thin film, metallic, ceramic, and other substrates.

### **Business Development Manager Job Functions:**

Manages MLA's major sales accounts. Provides and collects input and prepares booking budget, forecasts, and long-term plans for review and approval by Director of Business Development and Program Management. Contributes to the Business Development team's achievement of budgeted and forecasted bookings. Interfaces with relevant personnel within MLA to ensure appropriate issues are communicated in a timely and effective manner. Monitors and provides feedback on addressable market, market trends, competitors and competitive position, and opportunities for new products and marketing strategies. Responsible for all advertising and marketing activities, including participation in trade shows and conferences. Leads and coordinates major proposals.

### **Education:**

BS in Electrical, Chemical or Optical Engineering, Physics or equivalent

### **Experience:**

Minimum 15 years in relevant technical sales and marketing with exposure or direct experience in the military/defense, medical, and commercial markets or equivalent.

### **Special Abilities:**

- Knowledge and experience in sales and marketing
- Knowledge of the Defense, Medical and Commercial industries as related to the Company's product.
- Technical knowledge of optics/applications, laser and other manufacturing processes, coating technology and laser applications.
- Ability to perform many tasks simultaneously, including the daily activities necessary to exceed the job requirements.
- Consistently presents a professional image in the marketplace in actions, communication and appearance.
- Ability to effectively interface with customers and principals at various procurement, management and engineering levels.
- Ability to prepare and deliver effective presentations to customers, co-workers and other constituencies.
- Ability to comprehend (including technical concepts) and communicate at a high level.
- Ability to manage critical corporate customers and accounts.
- Excellent interpersonal, communication and presentation skills.



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