

Simplicity analog
better efficiency
challenged inspired bit toggling
low power fascinating creativity
Nature less resources Art
passion mixed-signal
driving services high
voltage industry IPs
sustainable analogy
satisfied leverage listen silicon
intensive-analog worldwide
specialty outstanding excellence
professional innovative
energy efficiency quality
Sculpting motivated
specialty inspiration

Canova Tech



Via Savelli 86
35129 Padova, Italy
+39 049 7811065
www.canovatech.com
hr@canovatech.com



Job Description

In close cooperation with the General Manager and the Product Development Manager, your role is to improve the Company's market position and achieve financial growth by defining long-term organizational strategic goals, building key customer relationships, identifying business opportunities, negotiating and closing business deals and maintaining extensive knowledge of current market conditions.

Job Location

- Padova, Italy

Requirements

- Your primary role is to prospect for new clients by networking, meeting or other means of generating interest from potential clients.
- It will be your responsibility to develop the pipeline of new business coming into the company. This requires a thorough knowledge of the market, the solutions/services Canova Tech can provide, and of the competitors.
- New Business Development
 - Prospect for potential new customers and turn this into increased business.
 - Identify potential customers, and the decision makers within the customer organization.
 - Work with team to develop proposals that speaks to the customer's needs, concerns, and objectives.
 - Participate in pricing the solution/service.
- Customer Retention and consolidation
 - Present new products and services and enhance existing relationships.
 - Work with technical staff and other internal colleagues to meet customer needs.
- Business Development Planning
 - Attend industry functions, such as association events and conferences, and provide feedback and information on market and creative trends.
 - Using knowledge of the market and competitors, identify and develop the company's unique selling propositions and differentiators.
- Management and Research
 - Track and record activity on accounts and help to close deals to meet these targets.
 - Research and develop a thorough understanding of the company's people and capabilities.
 - Understand the company's goal and purpose so that will continual to enhance the company's performance.

Basic Qualifications:

- BSc/BA in Electronic/Electrical engineering or equivalent
- Knowledge/understanding of the Semiconductor Intellectual Property market
- Semiconductor Market knowledge
- Proficiency in English
- Proven working experience as a business development manager, sales executive or a relevant role
- Proven experience in complex customer relationship
- Strong teamwork attitude
- Communication and negotiation skills
- Time management and planning skills

About us

We deliver Standard and Custom IPs to the semiconductor industry worldwide. We're specialized in combining the excellence of our Mixed Signal Design with the flexibility of our Digital and Software Capabilities to always achieve the best possible architectures and performances trade-off.

The respect of the project budget, the defined time to market and the agreed target quality is a cultural value of our company we're always offering to all our valuable customers.

If you love problem-solving and would like to get a true insight in to the world of semiconductor design you are just the one we are looking for.