Business Developer
Semiconductor startup

HawAI.tech

HawAI.tech is an innovative startup specialized in the design and commercialization of hardware and software for probabilistic artificial intelligence. It consists today of 10 employees, mainly in the region of Grenoble (France), and also in Paris (France) and Liège (Belgium).

HawAI.tech is looking for talented, driven and creative people to shape a common ambition of becoming a major player of explainable AI, specialized in designing of hardware accelerators dedicated to probabilistic models.

Job description

In direct relation with the executive team of HawAI.tech, you will contribute to expand our business development activities. Therefore, you will :

► Improve our business development strategy
► Participate to events to meet prospects and customers
► Increase the business network of HawAI.tech
► Serve as the bridge between our R&D team and our market

By joining HawAI.tech, you will evolve in an open and dynamic team, listening to its different collaborators and developing solutions at the forefront of innovation.

Required profile

You have successful experiences in the business development of a deeptech company. You have network and business knowledge especially in one or several of our interesting fields of interest:

► **Commercializing a semiconductor product:** Go-to market strategy of a semiconductor AI chip dedicated to edge computing
► **Our target market sectors:** Specific knowledge and a strong business network on (at least) one of our targeted market sectors

Expected skills

► Prospecting and networking skills
► Sales skills
► Fluent in French and English
► Open to travel

Welcomed skills

► Knowledge of startup environment
► Technical background
► Marketing basics
► Management of our Business development team

Recruitment terms

Type of contract	Permanent contract (CDI)
Salary	Based on experience
Start date	As soon as possible
Contact	CV and cover letter to be sent to jobs@hawai.tech