



SBG SYSTEMS is an innovative young company in the navigation and motion sensing industry. Featured in 2014 and 2015 in the Deloitte Technology Fast 50 et Fast 500 EMEA, the company is growing internationally and is looking for new talents to join its teams. Headquartered in Carrières-sur-Seine, France with subsidiary in Los Angeles USA and Singapore, the company addresses a wide range of BtoB markets and applications such as unmanned vehicle control, antenna tracking, camera stabilization, and survey activities.

Job:

Business Developer Survey and Geospatial Markets

Missions:

To sustain its fast growth in geospatial markets from hydrography to mobile mapping and aerial cartography, SBG Systems is looking for a Business Developer to coordinate the technical and sales team efforts in developing the company short and long term market share.

Reporting to the head of Business Development, this transverse position aims to align the company strategy with the market trends, to anticipate technological changes, and to implement successful strategies to develop internal and external sales channels.

Duties and Responsibilities:

- **Business Development (~50%) :**
 - Identify key partners and target customers to enable future business growth.
 - Support sales teams in key customers' engagements to develop long term relationships.
 - Elaborate the sales/channel strategy in conjunction with area Sales Managers.
 - Educate both the sales and marketing teams to upgrade their knowledge of your markets.
- **Marketing (~25%) :**
 - Analyze market dynamics and monitor changes in the competitive landscape and technology trends.
 - Feed the management team with market intelligence and recommendations to gain market shares.
 - Define and implement best short and long term strategies to increase revenue and profitability.
 - Assist the marketing team in copywriting (success stories, promotions, sales materials, ...).
 - Inventory and maintain a knowledge base of main applications use cases for your markets.
 - Participate in professional trade shows and other market focused events worldwide.
- **Technical (~25%) :**
 - Summarize product key features for your markets and identify missing features or services.
 - Aggregate feedback from the team and key customers to influence the product strategy.
 - Influence the product definition and roadmap to create value and benefits to the market.

This position will require frequent travels and home office will be possible under certain circumstances and according to profile.

Work Place:	California, Paris or Home Office	Starting Date:	ASAP
Department:	Sales	Salary:	Depending on experience
Contract:	Full-time	Benefit package:	Health insurance, public transport pass, company matching plan.

Profile:

Bachelor's Degree (B.A. or B.Sc.) or equivalent combination of education and experience in geospatial industries.

Excellent knowledge of the assigned markets, segmentation, key players and technical requirements.

A minimum of 5 years of sales and marketing or technical support experience.

Able to work in English.

Knowledge of GNSS, Inertial Sensors, Photogrammetry and LiDAR technologies.

Ability to train and communicate with non-technical persons.

Ability to define priorities and work in a multi-tasking environment.

Capacity to work independently during travels and in a team environment at the office.

Please send your resume to:

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Company:	SBG Systems S.A.S.	Address:	1 Avenue Eiffel – 78420 Carrières-sur-Seine

Sending preferences WORD or PDF format, by e-mail