

Heliatek was spun-off in 2006 from the Technical University of Dresden (IAPP) and the University of Ulm. The company's founding brought together internationally renowned expertise in the fields of organic optoelectronics and organic oligomer synthesis. As the global technology leader in the field of organic photovoltaic (OPV) based on small molecules, Heliatek is currently making the transition from pure technology development to industrial manufacture. Heliatek maintains a total staff of some 80 employees and specialists at its facilities in Dresden and Ulm. Investors in Heliatek include leading financial and industrial companies such as BASF, Bosch, RWE, and Wellington Partners.

To support our team in Dresden we are looking immediately for a

Vice President Tech Product Marketing & Business Development (f/m)

Position Summary:

- Tech Product Marketing
 - ✓ Define new products, products lifecycle and product roadmap based on customer needs, R&D developments and production capabilities
 - ✓ Interface with product development team to clearly identify product requirements
 - ✓ Identify and manage potential partner relationships
 - ✓ Develop pricing strategy
- Product Launch
 - ✓ Plan new products' launch to market
 - ✓ Manage the cross-functional implementation of the plan
- Market Intelligence
 - ✓ Analysis of competitive positioning and activity
 - ✓ Monitor the companies' and products' positioning in the marketplace
- Business Development
 - ✓ Strategic Analysis
 - ✓ Technology transfer, licensing, partnerships assessment and development
 - ✓ Develop and implement a sales plan
 - ✓ Following up new business opportunities
 - ✓ Interface with key customers
- Define the companies' brand and USP
- Evangelize new products within the company and promote them externally with press, customers, and partners
- Development of strategic marketing material, including corporate and sales presentations, whitepaper

Qualifications:

- Proven track record of more than 10 years in an operational role in the technology product development and/or marketing and/or business development area
- Significant experience in successfully marketing technology products in the solar industry
- The ideal candidate has worked in a fast growing high-technology company
- Working experience in the solar industry is a must; additional other relevant industries including high tech
- Demonstrated experience segmenting markets, defining and prioritizing needs, defining market requirements, defining product requirements, product strategy
- Solid understanding of major players in the industry
- Total life cycle management analysis

- Demonstrated experience working with cross-functional teams
- Strong presentation and communication skills
- Strong skills in project management
- Very customer focused and service orientated
- Personality at a high level of creativity, drive and intellect
- Experience with working closely with a technology production organization
- Willing to travel 30%
- Excellent people and management skills to interact with staff, colleagues, cross-functional teams, and third parties
- University degree or similar in engineering, computer science, MBE

Please send your complete application via email or postal mail to:

Heliatek GmbH
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