

## **4088 Business Development Manager/Specialist (Nashua, NH)**

Employment Status: Full Time

Salary: Commensurate with education and experience

### **Job Description and Responsibilities:**

The **Business Development Manager/Specialist** will work closely with customers around the world to adapt our proprietary technology to rapidly evolving communications requirements. If you are a highly motivated, energetic individual who can thrive in our fast-paced entrepreneurial environment, this position is for you! The ideal candidate will interface with wireless market customers to expose them to Paratek's solutions and technology. The successful candidate will also educate the industry on what can be done with RF tunability, gather and process market intelligence, and help to refine our product roadmap so that we can better serve our customers. The Business Development Manager will find market opportunities to license our core technologies and tunable ceramics, with a focus on generating measurable market traction and revenue. In addition, steer customers to applications that leverage the strength of our core technologies. The candidate will work directly with our Sr. VP of wireless products to strengthen customer interactions, set realistic expectations, and define hardware requirements for engineering. Other duties will include the generation of spec sheets and white papers as well as leveraging our rep and sales network to expand Paratek's customer base.

### **Minimum Qualifications:**

- BSEE or MSEE are minimal educational requirements; MBA a plus.
- MUST have minimum of 5 years demonstrated experience in mobile phones business development, or equivalent, with emphasis on hardware (RF components and systems development).
- Experience in cutting-edge tunable RF technologies a big plus. Tunable technologies include RF MEMS, switches, and varactors.
- A well-versed general technical background is preferred.
- Skill and experience in direct interface with and management of customers is essential.
- Prefer candidates eligible to obtain U.S. Government clearance, as a U.S. Citizen.
- Willingness to relocate to New Hampshire a plus.
- Travel 40% of the time (Europe, America, and Asia)

To respond to this opportunity, please e-mail your resume to: [dfacteau@paratek.com](mailto:dfacteau@paratek.com). Please indicate '4088 Business Development Manager/Specialist' in the subject line of your e-mail.