

**Job Title:** Director of Business Development

**Job Description:** Senseseeker Engineering is looking for someone who relishes the hunt for new business and the strategy behind the wins. We are a 15-person technical team with a whip-smart reputation, focused on integrated circuit design for image sensors. We need someone to engage our customer community and link their needs with our existing and future capabilities. Your ultimate goal will be to grow the company by expanding our business portfolio across the integrated circuit sensor transduction market space. Your job description will evolve as the company grows and you should be comfortable working in a relaxed small business environment.

**Work Experience:** 5+ years in technical field, 2+ years in Business Development, marketing or related activity

**Job Responsibilities:**

- Work with the President to strategically build upon Senseseeker's business model to grow the company
- Keep up-to-date on all US Government opportunities through FedBizOps, SBIR releases, RIF topics
- Ensure all proposals, whitepapers and product publications are of the highest professional quality
- Work with executive team to maintain and build strategic relationships with all US-based focal plane array manufacturers and sensor houses
- Strengthen Senseseeker relationships into US DoD organizations such as AFRL, NVESD and NRL
- Develop contacts and build relationships into Non-DoD semiconductor and sensor organizations
- Manage proposal efforts through brainstorming, proposal task assignment, technical team coordination, technical writer direction and management buy-off
- Understand the technologies and team resources available at Senseseeker and make suggestions regarding team building to best suit future product plans
- Develop marketing efforts and direct technical writer efforts to build marketing material and web content
- Contribute to contract negotiations by ensuring project scope and intent remain intact according to plan
- Monitor Senseseeker Engineering's reputation and work to build upon the positive reputation in the community

**Education:**

- BS in engineering or sciences, EE with emphasis in IC design preferred, MBA preferred

**Required Attributes:**

- US person status *required* for this position, pursuant to the terms of government contracts with Senseseeker\*
- Must be outgoing and convey a professional upbeat vibe
- Pre-existing contact network spanning infrared focal plane, image sensors, integrated circuit systems or other sensor-centric business base
- Must be empathic, able to understand what customers really need and how Senseseeker technology can help
- Must be organized and capable of managing a team working on proposal and whitepapers

**Job Type, Location and Travel:** Full-time at our Goleta office, expect 10%-20% travel within continental US

**Benefits:** Competitive compensation based upon experience, sales commissions, growth opportunity, relaxed working environment, medical and dental insurance, paid vacations and retirement plan

Send your resume and cover letter to [careers@senseseeker.com](mailto:careers@senseseeker.com)

\* This position requires handling data which is protected under US ITAR laws, consequently, *only US Persons may be considered for this position by law*. For this purpose, the term "US person" means an individual who is a citizen of the United States, a lawful permanent resident alien of the US (e.g., a "Green Card" holder), a refugee, or someone in the US as a protected political asylee, or under amnesty.

Senseseeker Engineering Inc. provides silicon intellectual property, integrated circuit design, image sensor design and systems engineering all targeted at the unique needs of the scientific and infrared image sensor community. We



specialize in the design of digital imaging sensors and readout integrated circuits for hybrid image sensing arrays. We are located in beautiful Santa Barbara, CA, amid the west coast's hub of infrared and scientific image sensor companies. For more information see [www.senseseeker.com](http://www.senseseeker.com).

*Senseseeker Engineering Inc. is an equal opportunity employer and considers qualified applications for employment without regard to sexual orientation, gender identity, gender expression, race, color, sex, creed, religion, national origin, age, disability, veteran status, or any other protected class.*