

Business developer

Introduction

Colorful, functional, and efficient: discover the possibilities of quantum dots (QDs) with QustomDot. QustomDot is an advanced materials start-up founded in January 2020, and a Ghent University spin-off. We develop on-chip grade, RoHS compliant QD technology for future applications in color conversion.

QDs are semiconductor nanoparticles that can transform UV or blue light into pure colors such as green and red, through a process known as down-conversion. The emission color of the QDs is determined by the size of the QDs, which we precisely control through state-of-the-art synthetic procedures. A strong advantage of QDs is that they are obtained as a colloidal dispersion, which opens industrially relevant processing strategies such as direct printing or photolithography. As we speak, QDs are at the birth of the next technological revolution in the display industry, after LCD and OLED. Current QD technologies, however, suffer from instabilities under the influence of high light flux and elevated operating temperatures. We at QustomDot have developed a technology that renders QDs suitable to be used as down-converter directly on LED chips, thereby moving into the application field of microLEDs, *the next big thing*.

QustomDot aims to realize the full potential of QDs in the imaging and display industries and for that, we are looking for an experienced and talented business developer to strengthen our team. As business developer, you will be working closely with the founding team, to bring an early-stage technology to the market. you will get a thorough understanding of the microLED ecosystem, the players, and the already established partnerships. You will help establish relations with target customers and strategic partners. Your experience in setting up long term contracts will help QustomDot to become the preferred QD partner. In the position of business developer, you will have a high impact on the growth and direction of the company.

Profile

- Experience in bringing new material/technologies - early in the value chain - to the market.
- Experience in setting up (long-term) development contracts and converting these into volume sales.
- Experience in making business plans and understanding the motives of customers.
- Min 5 years of experience in international technology/material sales or business development.
- Proven negotiation skills.
- Open to working in a small team and agile (flexible) environment.
- Willingness to travel.
- Fluent in English.
- Strong affinity with/interest in cutting edge technology and new materials, ideally background in (Chemical) Engineering, Chemistry, Material Science, or equivalent.

Our offer

We offer a position in a growing company working at the cutting edge of display technology.

Interested?

Let us know via info@qustomdot.com by sending us your C.V. and motivation letter.