



SEMMTECH

VACANCY

Business Development Lead

Requirements

- Over 5 years' experience
- In business development
- Sales of software licenses
- C-level interaction
- Technology-driven industries
- Independent and result-driven

 **Hoofddorp**  **Minimum of 5 years experience**



Semmtech is a privately-owned frontrunner with a proprietary SaaS/PaaS platform solution for easy use and exchange of data, next to their information consultancy offering. Because the company is on the brink of scaling up, they will add a Business Development Lead to the team to boost and execute end-to-end marketing and sales.



ABOUT THE COMPANY

Over Semmtech

Semmtech is a scale-up company that offers information consultancy and a proprietary SaaS/PaaS solution based on semantic technology for linked data.

The data platform (LacesHub) helps clients share their data internally and with partners. It enables them to capture, share and apply linked data within departments and with customers and partners. Clients primarily work in industries like construction, infrastructure, and energy. In short, areas where asset owners, engineers, contractors, or product suppliers never work in isolation, and each project has different clients and partners. The standardized information management offered by Semmtech enables them to work and collaborate more efficiently, effectively, and scalably.

Semmtech's information consultants support clients from strategy and tactical design decisions to operational support. Semmtech has the unique capability to address the big picture of business processes and data as a united whole. Yet they are flexible enough to understand the different challenges of project managers, engineers, management, data modelers, or information managers.

They are creating a new position for a Business Development Lead to bring the marketing and sales of Semmtech's software proposition to the next level.



VACANCY

Business Development Lead

The Business Development Lead will establish and develop strong marketing and sales for Semmtech's software product, defining and executing the tactics and campaigns. This is a newly added position to boost Semmtech's expansion, which means that the role is full of opportunities to pave new roads.

The focus of the Business Development Lead is to make Semmtech the number one linked data software provider. They will generate leads, pursue prospects and explore new markets, aiming to align the sales of the software product with the strategy. On the right occasion, the Business Development Lead will seize opportunities for up- and cross-selling Semmtech's information consultancy service.

The Business Development Lead reviews plans and strategies of the board and executes the end-to-end sales cycle. The Business Development Lead is a partner for the CEO, taking part in reporting, progress, and strategy meetings and reviewing business plans. They will also interact with the broader Management Team and partners in subsidiaries or ventures. This new role lays a foundation for future sales and marketing. Hence, the Business Development Lead also works towards operational excellence by improving standards, methods, procedures, and tools.



On top of marketing and sales activities, the Business Development Lead uses their leadership capability to enhance the performance and development of staff by leading, coaching, inspiring, and motivating team members.

Semmtech offers the Business Development Lead great opportunities. Initially, they will grow the team and have a leadership and management role. However, in due time, the Business Development Lead might make a step towards a Head of Sales role or pursue other positions within the company. ■

Interested? Semmtech has appointed Top of Minds to fill this vacancy. To express your interest, please contact Vivian Linker at vivian.linker@topofminds.com.



“Semmtech is a company with many opportunities for growth. As soon as you are ready to take on more, there will always be an available opportunity.”

Olivier Stulp, COO at Semmtech