

Position Title: Business Developer (BD)

Location: Gent-Belgium

Company: imec – University of Gent, Better Than Wired initiative

About Us: Better Than Wired is an innovative startup initiative focused on revolutionizing wireless communication systems. We are a core team of imec and University of Gent striving towards the incorporation of a startup, aiming to develop innovative solutions that enable deterministic and seamless wireless connectivity for hardcore industrial control applications in industries such as manufacturing, energy, logistics, and more. With a commitment to driving technological advancements and a strong focus on sustainability, we aim to lead the next wave of industrial transformation.

Position Overview: We are seeking an entrepreneurial Business Developer (BD) to help steer our startup into its incorporation phase. The BD will be responsible for market research, developing and maintaining connections to partners and clients, strategic planning, sales negotiations and customer relations. It will be incorporated into the founding team as a core member of the BtW initiative with equity opportunities.

Key Responsibilities:

- **Strategic Leadership:** Help develop a clear and compelling business strategy aligned with market opportunities and company objectives.
- **Business Development:** Identify and secure strategic partnerships, clients, and funding opportunities to drive growth.
- **Team Building:** Attract, retain, and inspire top talent, fostering a culture of innovation, collaboration, and excellence.
- **Financial Stewardship:** Consult on raising capital and manage finances, including securing funding, making informed financial decisions, and ensuring the company's financial stability and sustainability.
- **Market Positioning:** Represent the company in industry events, conferences, and media to establish the company as a leader in industrial wireless communication.
- **Stakeholder Engagement:** Help build strong relationships with investors, clients, and other key stakeholders to ensure alignment and support for the company's vision.

Qualifications:

- You hold a Master's degree or a thesis-based doctorate in business development or similar field.
- Proven track record of leadership in the technology or industrial sector, preferably within wireless communications or IoT.
- Strong entrepreneurial mindset with experience scaling a startup or leading high-growth organizations.
- Exceptional ability to articulate and execute strategic plans.
- Strong business acumen and experience in fundraising, financial management, and building revenue streams.

- Outstanding interpersonal and communication skills, with the ability to influence and build consensus.
- Knowledge of industrial communication standards, IoT technologies, or related fields is highly desirable.

What We Offer?

- Competitive compensation package for part time (40-50%) operation at this time, including equity options for when the startup gets incorporated.
- Opportunity to lead a transformative startup in an exciting and rapidly evolving industry.
- Work with a passionate team dedicated to innovation and making a lasting impact.
- Work within a collaborative and inclusive work culture that values innovation and creativity.
- Flexible work hours and the option for remote work.

If you're ready to support a dynamic team and drive groundbreaking innovation in industrial wireless communication, if you are also passionate about innovation and wireless technologies, have experience within a startup's lifecycle, have a solid track record in entrepreneurship, and want to make a significant impact in the industrial control environment, we want to hear from you!

Application Process: Please send your resume and a cover letter highlighting your relevant experience to spilios.giannoulis@imec.be . In your cover letter, please explain why you are interested in joining our team and how your skills align with the position.

Imec is an equal opportunity employer. We celebrate diversity and are committed to creating an inclusive environment for all employees.

Application Deadline: 28/02/2025

Join us in shaping the future of wireless communication technology!