

# Business Development Manager – Microelectronics & Chip-Design (m/f/d)

## Silicon Alps Cluster GmbH



Graz



Volltime



from now on

The Silicon Alps Cluster is a dynamic innovation network dedicated to strengthening the electronics and microelectronics sector in southern Austria. Driven by a passion for excellence, it boosts the competitiveness and innovative power of its members – from leading companies to renowned research institutions.

A dedicated **Business Development Manager (m/f/d)** is being sought for the **microelectronics & Chip-Design department** to join the AT-C3 Competence Center team as soon as possible. This role involves collaborating with partners, managing innovation projects, and connecting customers with the right experts to drive the development of cutting-edge chip design solutions.

### Your Responsibilities:

- Collaborate with Solution Managers in the partner organizations to develop project concepts for SMEs and startups, giving them access to design expertise and the European Chip Design Platform
- Manage and document funded (eligible) innovation projects
- Identify and coordinate expert services within the European Chips Competence Centers network, assigning tasks to external experts as needed
- Screen and prepare projects for the Project Evaluation Board
- Match customers with the right specialists—both within and beyond the network—to address their chip design needs and select the most suitable design tools

### Your Profile:

- Relevant academic background (e.g., Computer Engineering, Embedded Electronics, Microelectronics, VLSI Design, etc.) or equivalent qualification
- Minimum 2 years of leadership experience, with the ability to work independently and take full responsibility for project execution
- Strong determination to drive business development with a customer-centric approach
- Excellent organizational, communication, and project management skills, including event coordination
- Self-driven, highly adaptable, and resilient in managing complex, high-impact projects
- Fluent in German (C1/C2) and English (C1)

### Opportunities & benefits:

- Exciting and dynamic work environment in the heart of Europe's semiconductor innovation network
- Modern office at the Inffeld Campus in Graz and high level of autonomy and responsibility
- Opportunities for professional growth in a cutting-edge technology sector
- Dynamic work environment with short decision-making processes
- Space for developing your own ideas
- Support for professional and personal development
- A highly committed team with flat hierarchies, strong team spirit, and a positive work climate
- A culture of values in action (professionalism, loyalty, and openness)
- Attractive annual salary starting at € 63,000,00 gross, depending on experience and qualifications

**Interested?** Join the Silicon Alps Cluster and be part of a forward-thinking organization shaping the future of chip design in Europe

CATRO connects companies with the right talents – precisely, individually, and with a strong network. We take careers and businesses to the next level!

Send us your application – our consultant Jasmin Hödl, MA, is looking forward to it! Simply submit it with

**Ref. No. 50.3195** to [catro.sued@catro.com](mailto:catro.sued@catro.com). Your data is in safe hands with us – confidentiality is our top priority.