



Director of Sales & Marketing UltraVape Technology Platform

Are you passionate about new technologies and future-oriented projects in semiconductor design? Photeon is the place for you!

Are you driven by innovation and excited about shaping the future of semiconductor technology? At Photeon, we're pioneering turnkey solutions across Automotive, Compute, Industrial, Medical, and Consumer markets - and we're looking for visionary **Director of Sales & Marketing** leads across multiple regions.

Join us in driving the success of our UltraVape technology platform, a groundbreaking initiative where vapor is produced through ultrasonic vibrations via a piezo element in Nebulizers, Vaping, and Molecular Analysis systems, all driven by innovation semiconductor solutions. You'll be at the intersection of cutting-edge engineering and global market strategy, helping redefine what's possible for semiconductors in vapor-focused applications.

Your Role:

As our Director of Sales & Marketing, you'll be the strategic force behind our global growth. Your mission: position Photeon as the go-to innovator in next-gen semiconductor solutions.

- Lead strategic marketing and go-to-market initiatives across multiple verticals
- Expand our footprint in medical and consumer electronics markets
- Analyze market trends and customer insights to shape product direction
- Drive high-value deal negotiations and customer acquisition strategies
- Represent Photeon globally (~25% travel) and build lasting partnerships
- Collaborate with international engineering teams to align product and market needs
- Tailor messaging and campaigns for diverse audiences and regions
- Champion our vision for a "No Heat, No Combustion, Healthier" experience
- Generate collateral which highlight the benefits to both OEM's and End Users
- Showcase and demonstrate functionality of working samples
- Maximize social media impact towards broad market acceptance of "cold vape"
- Co-work with medical institutions on medicinal efficacy rates when administering 1µm molecules
- Use your creativity to identify adjacent applications for such innovative technology, i.e. room air fresheners, sleep aids, etc.

Your Profile:

We're looking for a bold, strategic thinker with a passion for innovation and a proven track record in semiconductor sales and marketing.

- 7+ years of experience in semiconductor sales & marketing
- Exceptional communication and negotiation skills
- Self-starter with a history of closing complex, high-stakes deals
- Strategic mindset with creative hands-on execution capabilities
- Expertise in market analysis and campaign leadership
- Ability to collaborate across technical and cultural boundaries
- Resilience, adaptability, and a drive to challenge the status quo
- Fluent in English; German and/or Mandarin are strong assets

**What We Offer:**

At Photeon, we believe in empowering our people. Here's what you can expect:

- Work with cutting-edge technology and a world-class team
- Personalized development and training plans
- Innovative products and a dynamic business environment
- Flexible working hours and modern office spaces
- Friendly, inclusive, and supportive culture
- Exciting, international projects with real impact
- Comprehensive onboarding and continuous support
- Team-building events and company celebrations
- Competitive compensation well above industry standards

Are you ready to shape the future of semiconductor technology aimed at enabling solutions for a better life? We look forward to receiving your application at recruiting@photeon.com.

Location: Dornbirn, Austria, USA and Asia

Contact

Photeon Technologies GmbH

Attn. Johanna Ammann

Hintere Achmühlerstraße 1

6850 Dornbirn

Tel. +43 5572 40757

recruiting@photeon.com

www.photeon.com

<https://www.linkedin.com/company/photeon-technologies-gmbh>