

## **BUSINESS DEVELOPMENT MANAGER**

### **The Role:**

- Must be on site in Hopewell Junction, NY
- Must be authorized to work in the United States without company sponsorship

The Business Development Manager (BDM) – OLED Display Technology is responsible for finding and growing new business opportunities in commercial, defense, and government markets. The role is focused on building long-term growth by working closely with customers, securing new programs, and forming strong partnerships.

The BDM collaborates with teams across manufacturing, engineering, product development, and company leadership to help customers understand how eMagin's OLED microdisplay technology can support their goals. This includes identifying current and future uses for the technology and clearly explaining its benefits in ways that match customer needs and mission objectives.

### **RESPONSIBILITIES**

- Identify and develop new business opportunities for eMagin's OLED display products across commercial, defense, and government customers.
- Lead early engagement with government and defense customers to understand upcoming needs and help position eMagin for future programs.
- Manage sales and business development efforts from initial opportunity through proposal submission, contract award, and handoff for execution.
- Build and maintain strong working relationships with key customer contacts, including program leaders, procurement teams, and senior decision-makers.
- Work closely with internal teams such as manufacturing, engineering, and finance to ensure customer needs are understood and supported.
- Clearly communicate the value of eMagin's OLED display solutions in a way that aligns with customer goals and use cases.
- Support proposal development, pricing, and responses to customer requests in accordance with government contracting requirements.
- Maintain accurate sales pipelines, forecasts, and customer information in the CRM system.
- Stay informed on market trends, customer priorities, and competitive activity within government, defense, and commercial markets.
- Represent eMagin at industry events, customer meetings, and strategic discussions.

### **REQUIREMENTS**

- Bachelor's degree in business, engineering, physics, or a related technical discipline.
- Minimum of 8 years of successful B2B sales experience, including demonstrated experience selling to U.S. government and defense customers.
- Strong experience selling to government and defense customers, with a consultative, solutions-focused approach and the ability to explain complex ideas clearly.
- Background selling advanced technology products preferred (such as displays, electronics, or related components).
- Proven success managing long, complex sales cycles involving government contracts and multiple decision-makers.
- Experience supporting or leading proposal development and navigating government purchasing processes.
- Familiarity with markets such as defense, aerospace, industrial, medical, or emerging display applications.
- General understanding of government contracting rules and acquisition processes.
- Ability to work effectively with a wide range of stakeholders, including technical teams, program leaders, and contracting organizations.
- Strong negotiation, presentation, and communication skills.
- Consistent record of meeting or exceeding revenue and business development goals.
- High level of professionalism, judgment, and accountability.
- Proficiency with Salesforce and Microsoft Office tools.