

Want to do some *real engineering* again?



**Job:** **Director of Marketing**

**Location:** Graz Austria

**Start Date:** Q2 2019

### Overview

Panthronics AG an independent IC company with expertise in high performance NFC/RFID hardware and software solutions is anticipating the forthcoming launch of the PTX range of differentiated NFC products. We are currently looking for outstanding people in this domain to strengthen our teams in Graz and in APAC and North America. We require a trailblazing **Marketing Director** who will own the company's global marketing efforts for the mobile space.

### Job Description

- Development and implementation of the go to market plans for all PTX products in the Mobile Space.
- Identify and drive commercial engagements from first contact through to mass production leveraging local sales and partners.
- Identify, establish and nurture key eco system/value chain partnerships to bring differentiated solutions to market.
- Own all commercial collateral, pricing negotiations with a clear focus on maximising value.
- Working closely with and providing market intelligence to the product management and applications team to execute the go to market plan, key customer programs and definition of the roadmap.
- Representing, endorsing and presenting Panthronics at key exhibitions, shows and forums.

### Job Profile

- A solid know how and proven track record of the IC design in process at Tier 1 and 2 mobile OEM's.
- You should already have an exceptional array of key contacts at mobile vendors and/or NFC ecosystem partners.

- Known as an expert in both the NFC and/or mobile/security domain.
- Pioneering spirit, with a sense of urgency and willingness to think outside the box to get things done.
- An ability to maximise value on the market and at the customer.
- Ability, reputation and skills to be seen as a champion and endorser of the PTX brand.
- Needs to be able to work as part of a team.
- Fluent English a must, second language (German, French, Mandarin) an advantage.

### **Compensation**

- Salary commensurate with market based on individual person  
*This position is in accordance with the Austrian collective agreement for employees within engineering companies, employment group V: [www.ingenieurbueros.at/verband/de/kollektivvertrag](http://www.ingenieurbueros.at/verband/de/kollektivvertrag).*
- Generous Stock Incentive program
- Variable incentive scheme

### **Contact**

[office@panthronics.com](mailto:office@panthronics.com)

+43 664 84 634 70