

NEC Europe Ltd. is a subsidiary of NEC Corporation, a world leader in the computer and communications market with a large base of R&D Laboratories in Japan, China, USA, and Europe.

NEC Laboratories Europe has an immediate opening for a

## Cybersecurity/Blockchain Business Development Specialist

[ref: 1710-265-SEC]

NEC Laboratories Europe is the European research center of NEC Corporation, a world leader in the computer and communications markets. Top researchers from more than 20 countries develop, pilot and bring to reality computing, networking, security and data science technologies through open innovation.

We are looking for a business development specialist to interact and link together NEC's international team of researchers, the strategy office of NEC's corporate business development division as well as product managers with the objective of creating novel solutions generating new business in the areas of cybersecurity and blockchain. You will be responsible for strategic planning (market strategy and business plans), creating and shaping value propositions, generating leads as well as procuring and managing Proof of Concepts (PoCs).

English is the working language in the Laboratories. Initially, this position is limited to two years.

NEC Laboratories Europe is located in Heidelberg - one of Germany's most beautiful and idyllic towns. The area offers a number of exciting cultural, entertainment, and outdoor activities. Our offices are minutes away from the historic downtown of Heidelberg.

**Contact:** Amardeo Sarma / General Manager  
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<http://www.neclab.eu/jobs>

Applicants are sought with experiences / skills in these areas:

- Business modelling and business case analysis
- Very good analytical skills
- Strong customer focus
- Strong presentation skills and the ability to communicate complex concepts to cross functional audiences and to clients
- A very good understanding of and practical experience with security and blockchain technologies
- High intercultural sensitivity

We are looking for qualified individuals with a degree in marketing, business administration or communications, such as an MBA, and an academic degree in security or related topics.

***If you are passionate about innovation, driven by challenges, and ready to bring your ideas from concepts to reality, we'd like to hear from you.***

Please send your application by 15 January 2018 electronically via the applications web system <http://www.neclab.eu/jobs> with reference to [1710-265-SEC].