



## **VP Emerging and Industrial Business**

### **BACKGROUND**

Prophesee is the neuromorphic vision market leader and technology pioneer.

Prophesee's patented technology breakthrough introduces a new computer vision and AI paradigm based on how the human eye and brain work to dramatically improve the efficiency and intelligence of vision sensing and processing.

The company's unique event-based method selects only the most useful and relevant elements of a scene, reducing the power, latency and data processing requirements imposed by traditional frame-based systems.

As an initial application of its technologies, Prophesee created the first artificial silicon retina, used today in medical devices built to restore sight to blind people.

Prophesee's sensors and vision systems open vast new potential in areas such as Mobile, XR, Industry 4.0, IoT and Robotics. Its innovations improve performance, safety, reliability, efficiency and user experiences across a broad range of use models.

Prophesee is based in Paris, with local offices in Japan, China and USA. It is built on more than 20 years of research in the field of neuromorphic engineering, driven by a team of 100+ visionary and global engineers, holds more than 50 international patents and is backed by leading international investors including Intel Capital, Sony, Sinovation, Prosperity 7, Robert Bosch Venture Capital, Xiaomi, European Investment Bank, etc.

Following the closing of a recent 50M round, the company is scaling up product development and commercial deployment in 3 market segments: Mobile, Industry 4.0 and Emerging (XR, IoT, Robotics). The company is currently streamlining the organization to enable tighter cross-functional alignment and focus, around 2 Business Units, Mobile and Emerging&Industrial, and looking for its **VP Emerging and Industrial Business.**

### **MISSION**

The **VP Emerging and Industrial Business** is the Owner of the Emerging and Industrial Business and Organization, leading the activities from the customer to the product.

Her/his role is including:

- Customer engagements, sales operations, technical support;
- FAE and AE management;
- Marketing strategy, product definition and roadmap;
- Applications, CV and AI software and system developments.

She/He is reporting to the CEO and is a key member of the Executive Team and invited member to the Board of Directors.

Her/his key responsibilities:

- Set the vision and objectives of the Emerging and Industrial Business in alignment with the Company vision and objectives;
- Define and execute the business strategy according to objectives and budget;
- Lead marketing, business development and sales globally (excl. China). Develop strategic sales plans. Drive new product launches, deal closing, sales growth and customer satisfaction;
- Lead sales operations and tech support;
- Build and animate an ecosystem of partners enabling fast adoption of the event-based technology (SoC, Software, Camera partners,...);
- Foster collaborative strategy with external parties to demo full solutions and find valuable and sustainable positioning in the value chain;
- Define new product roadmap (sensors, CV and AI software, applications and systems) and marketing requirements for the targeted markets (Emerging and Industrial);
- Lead CV and AI software, applications and system development liaising with customers;
- Assist in future fund-raising rounds and in all public media events required to support marketing activities and investor relations.

**The ideal candidate:**

- Is a top-performing General Manager in the semiconductor and AI industry with expertise in P&L management, product lines, strategic planning, R&D budgeting, operational improvements, supply chains, marketing communication roadmaps, pricing strategies, and customer relations.
- Has a solid technical background in semiconductor components (ideally sensors/CIS) and Computer Vision and AI solutions for Emerging (XR, Robotics, IoT) and Industrial (Machine Vision, 3D) Markets.
- Has a successful track record in scaling organizations (from 0 to 1: from start-up to scale-up) from closing the first design-wins to commercial expansion.
- Drives execution to increase ROI and leverages prolific technical and business acumen to align teams, achieve goals, and develop and release new products to the market.
- Has a solid track record developing technical and business relationships with large accounts, OEMs, distributors, etc

**LOCATION**

Global role. Ideally based in Paris or Grenoble.

**CONTACT**

If interested, do not hesitate to reach out to Luca VERRE, Cofounder & CEO at Prophesee and MBA'14J graduate: [lverre@prophesee.ai](mailto:lverre@prophesee.ai)