

Vice President of Sales

Full-Time

Company Overview

Chiplytics streamlines access to mission-critical electronic components through a scalable testing platform and growing network of supply chain partners. Mature nodes power nearly every electrical system, yet dependence on overseas manufacturing and complex distribution channels introduce significant risk to critical supply chains and national security. The Chiplytics Certified-Authentic program will mitigate these risks by delivering secure sourcing, procurement, and testing for high-reliability electronics.

Job Description

We are looking for a full-time VP of Sales to work closely with the Chiplytics Executive Team and VP of Quality Assurance to develop and execute the go-to-market strategy for the Chiplytics Certified-Authentic program. In the short-term, you will build customer relationships, sales pipelines, and revenue projections to explore various GTM strategies alongside our VP of Quality Assurance responsible for modeling technical feasibility and costs. In the long-term, you will help build out procurement and sales teams, drive revenue growth, and shape requirements for Chiplytics products and services.

Responsibilities

1. Develop sales pipelines, revenue projections, and financial models for various GTM strategies to help inform direction and execution of the Certified-Authentic program
2. Work closely with our VP of Quality Assurance to align on feasibility, cost, and requirements for a phased approach to launching the program
3. Bring in network of trusted microelectronics suppliers and end-customers from high-reliability industries in need of difficult-to-source components and continue to grow both sides of the business under Chiplytics
4. Determine pricing of Chiplytics products and services through industry expertise and continuous research on the competition and customers' willingness to pay
5. Build customer relationships to grow sales pipelines, discover new business opportunities, and develop a deep understanding of customer needs and pain points
6. Gather requirements and feedback from customers to guide engineering and product development
7. Manage the ordering process including providing quotes, submitting bids, and following up with customers to ensure customer satisfaction and gather feedback
8. Build out and lead our sales, procurement, and marketing teams as we execute the GTM strategy and grow the business
9. Source components and manage logistics until our procurement team gets built out
10. Travel to and represent Chiplytics at customer meetings, industry events, and conferences throughout the U.S. and occasionally internationally

Requirements

- 10+ years of sales experience in the microelectronics supply chain industry with a track record of sourcing hard-to-find components
- Strong network of trusted suppliers and end-customers in hardware, data center, contract manufacturing, aerospace and defense, medical device, automotive, and other high-reliability industries
- Deep knowledge of developing sales pipelines, executing purchase orders, and modeling revenues
- Experience building and leading sales, procurement, and marketing teams
- Excellent leadership, communication, and teamwork skills
- Ability to work independently and take ownership of projects
- Willingness to expand beyond core competencies to assist startup needs
- Excitement around being a key team member in a startup where we are building products and services from the ground up
- Willing to travel frequently to meet with customers, attend conferences, and visit the Chiplytics team in Seattle if working remotely
- Familiarity with SAE AS6081/6171 counterfeit mitigation testing
- Familiarity with the US Government's federal acquisition process and Eligibility for US Government security clearance is a plus
- U.S. Citizen

How to Apply

Send an email to join@chiplytics.io along with your resume and short paragraph about yourself and why you're interested in applying.