

DxO Labs (www.dxo.com) is a French company developing and licensing technologies serving the entire digital imaging chain.

Its revolutionary optics and silicon architectures for embedded image processing enable the design of Digital Camera modules delivering the best image quality while meeting industry requirements for reduced size and cost.

Reporting to the [COO OR CFO], the Partnerships and Sourcing [Manager OR Director] will lead all activities of manufacturing partnerships, as well as sourcing and management of technology suppliers.

Primary responsibilities include meeting cost, quality and deadlines in both areas to meet product development objectives and participate in market penetration.

- **Partnerships :**

- Develop selected partnerships in the camera phone ecosystem –such as lens manufacturers– through selection, qualification and support
- Define, with internal teams, technical scope and identify potential business partners
- Lead negotiations and supervise /administer contract terms and conditions
- Monitor compliance with contract and commitments
- IP risk management with legal department

- **Sourcing :**

- Identify internally strategic outsourcing opportunities (product development resources, IP, services). Demonstrate potential value of proposed projects.
- Define scope of work/services with internal technical teams
- Source and qualify selected suppliers
- Ensure effective bidding and negotiation
- Administer subcontracts and manager supplier relationship, seeking for best quality, service and value

Profile :

- Engineering degree, ideally with a certification in Procurement/ Contracts management
- In depth international procurement experience in an **electronics industry**
- Experience or good understanding of IP negotiation
- Strong cross functional communication skills ; excellent negotiation and presentation skills

Position based in western Paris area.

Please send your application to recruit0816@dxo.com