

CCTV Security Sales Manager (Asia)

We currently have an opportunity for an Asia Pacific Security Sales Manager. The successful candidate will be responsible for the management of direct sales, integrator relationship development, and growth of our electronic security business.

If you work for a large corporation you probably know how hard it is for a talented individual to make a real difference on a company-wide scale. Arecont Vision is a fast growing 4-years-old aggressive company where key contributors are not taken lightly.

We pay very competitive salaries and offer substantial stock option packages to allow every key employee to fully share in our success.

Arecont Vision manufactures low cost HDTV surveillance cameras and software. Leveraging its proprietary MegaVideo™ technology, the company offers surveillance systems based on world fastest multi-megapixel (8M, 5M, 3M, 2M and 1.3M) network cameras supporting full-motion video frame rates. Arecont Vision systems deliver HDTV resolution at NTSC price providing vastly superior alternative to analog CCTV.

Primary Responsibilities:

- Lead and/or manage Manufacturing Representative teams to identify, develop, qualify and close business in Asia/China.
- Creation and execution of detailed sales plan to achieve revenue objectives.
- Maintain monthly forecast and sales pipeline
- Develop and maintain close working relationships with appropriate internal and external resources and partners.
- Participate in account planning and strategy activity
- Understand and appropriately leverage sales and support resources
- Articulate appropriately at all customers levels the Megapixel product roadmap for products features and benefits
- Work to increase awareness and interest in Arecont Vision solutions in assigned territory or accounts

- Maintain high level of knowledge on Arecont Vision products, roadmaps, competition, pricing, market share, and key product differentiation.

Attributes

- Strong organizational skills
- Works on problems/projects of diverse complexity and scope
- Exercises significant independent judgment to achieve objectives
- Ability to stay focused on goals and objectives
- Deep technical and ROI/TCO knowledge of product offerings
- Willingness to travel 25% - 50% / assigned territory
- Ability to operate and make decisions in complex environment
- Ability to operate with minimal tactical direction
- Self-motivated, competitive and goal oriented
- High energy drive to close business and exceed assigned sales goals
- Strong presentation, sales, negotiation and influencing skills
- Organized and has track record of working effectively on a team
- Effective at qualifying sales opportunities and time management

Preferred Background

- Prior security product experience (CCTV, access control, intrusion, fire safety) - A MUST.
- Good written and verbal communications skills
- Strong negotiation and interpersonal skills
- BS/BA degree
- 2 - 4 years outside sales experience in an industrial environment.
- Ability to work through customer objections to IP security solutions
- Ability to drive sales as part of a sales team.

- Solid track record of over quota achievement in technology sales
- Vertical industry knowledge

Arecont Vision offers its employees an extremely competitive salaries and equity participation packages. Other benefits include health care plan, revenue-sharing bonuses and relocation assistance.