

## **European Channel Manager**

### ***Role and Responsibilities***

The Channel Sales Manager will develop existing relationships with our business partners in region; these may include Distributors, Integrators and Technology Partners and the European Channel Manager will be responsible for all aspects of developing these relationships at the local level in association with and under the direction of the Director of Strategic Accounts.

The successful candidate will ideally be based within region with a command of English and at least one other European language (French and/or German preferable). With a proven track record in the IP CCTV or IT related security products marketplace and with commercial experience gained in business-to-business sales, the candidate will be able to demonstrate a clear understanding of the sales and marketing principles required to sell the benefits of a technology-based product in a concise and professional manner.

The role demands first class presentational and communications skills with the ability to work both autonomously within region and as part of a larger, diverse European sales team.

Previous sales or business development experience in a business-to-business environment within the security industry would be advantageous but an ability to transfer and impart knowledge with confidence and authority in a technology lead sale is equally as valuable.

### ***Activities***

The European Channel Manager will work closely with the Director of Strategic Accounts and the Manufacturer's Representative(s) in region to ensure that the technology and product application is clearly understood, that the customer is educated accordingly and his needs supported at the local level.

Day to day interfacing with the key strategic business partners will be the primary role, supporting their activities in the specification and end-user marketplaces; providing best advice as the "trusted advisor" of choice.

Brand and product awareness is to be achieved through direct contact at the customer interface level within the target organization; these personnel typically include, but are not limited to, Sales Persons, Applications Engineers, Product and Project Managers.

### ***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
- Create and maintain a viable Sales Funnel
- Ability to contribute to the development of a regional business plan
- Willingness to travel up to 50% within assigned territory
- 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 within a team
- Effective at qualifying sales opportunities and time management

### ***Preferred Background***

- Prior security product experience (CCTV, access control, intrusion, fire safety)
- Good written and verbal communications skills
- Strong negotiation and interpersonal skills
- Qualified to first degree level
- 4+ years outside business-to-business sales experience in the security industry
- Ability to work through customer objections to IP based security solutions
- Ability to drive sales as part of a larger team effort
- Solid track record of over quota achievement in technology sales
- Experience of relationship building at Regional and Branch level

### ***Arecont Vision***

Megapixel technology... beyond imagination

Arecont Vision manufactures HDTV surveillance IP cameras and software. Leveraging its proprietary MegaVideo® technology, the company offers the world's fastest multi-megapixel (10MP, 8MP, 5MP, 3MP, 2MP and 1.3MP) network cameras supporting full-motion video frame rates.

Arecont's new line of H.264 high definition cameras provides security professionals with the flexibility of various frame rates and resolutions for a variety of applications. Arecont Vision systems deliver unparalleled clarity at an unbeatable price providing vastly superior alternative to analog CCTV.