

## **VP/Director of Business Development**

We currently have an opportunity for a Vice-President/Director of Business Development. The successful candidate will be responsible for the management of business development, 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 5-years-old aggressive company where key contributors are not taken lightly.

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:***

- Duties and responsibilities include developing and executing business partnerships strategies
- Responsibilities will cover all facets of strategic business development, identifying new market opportunities for partnerships and OEMs, identifying partners, initiating conversations, enumerating requirements, negotiating terms, and closing deals.
- Focus on the development of national/international accounts with annual purchases of +1000 units.
- Coordinate efforts with National/Regional Sales Manager
- Coordinate a smooth handoff of account primary responsibility to the direct salesperson. Handoff should typically occur within 30 days of receiving the first purchase order.
- Identify, develop, qualify and close worldwide.
- 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 customer levels the Megapixel product roadmap for products features and benefits
- Work to increase awareness and interest in Arecont Vision solutions
- 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%
- 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:***

- MUST have CCTV security experience.
- MUST have experience closing deals with Multinational corporations, VARs, and systems integrators.
- 10+ years of business development experience
- A clear proven understanding of OEM agreements, development partnerships, and co-selling relationships
- Demonstrated ability to lead effectively in a small and collaborative environment to deliver against ambitious targets
- Results-orientation and strong decision making skills with the ability to prioritize multiple objectives and meet aggressive deadlines
- Strong analytical skills
- Influential communication and negotiation skills
- A high degree of comfort managing and prioritizing multiple projects
- MBA strongly desired
- Good written and verbal communications skills
- Strong negotiation and interpersonal skills
- Ability to work through customer objections to IP security solutions
- Solid track record of over quota achievement in technology sales
- Vertical industry knowledge

Arecont Vision offers its employees extremely competitive salaries. Other benefits include health care plan, revenue-sharing bonuses and relocation assistance. **Candidate must be based in Los Angeles or willing to relocate.**