

Job Specification – Director of Business Development

IQinVision Summary

IQinVision is the world's leading manufacturer of Megapixel Network cameras and is recognized as one of the pioneers and innovators in the fast growing field of IP Video for Security Surveillance and other video related applications. We are privately held and headquartered in San Clemente, CA with offices in Lancaster, PA and Utrecht, Netherlands.

IQinVision has an outstanding reputation for highly differentiated products and best-in-class customer service which has resulted in rapid growth. We are looking for key team members to help us manage this growth. The Director of Business Development will be a key contributor to IQinVision's success. We will be looking for candidates with the following experience and skill-set:

Responsibilities

The Director of Business Development will be responsible for and accountable for developing new partnerships with organizations that IQinVision has identified to be of strategic importance. These targets will include companies involved with OEM/Complementary technology, NVR/DVR, smart video, and other identified high potential and strategic end-users. The Director of Business Development will work closely with the rest of the IQinVision team to define and execute appropriate partner programs, marketing, technical and sales support programs to maximize IQinVision's sales and profitability.

Specific responsibilities include:

- Support sales with key end-user presentations and responding to RFPs
- Support sales with customers needing non-standard products
- Support sales with Large National Accounts and Integrators
- Work closely with the Marketing Programs Manager defining and executing our A&E program

Experience

Applicants should have:

- Demonstrable experience identifying new opportunities and converting them to profitable business relationships
- Bachelors Degree in Business, Marketing or Engineering. MBA preferred
- At least 10 years experience in sales/marketing working for a manufacturer of high-tech B2B products
- Experience in a matrix environment managing commercial and technical resources

Performance Skills

- Must be Highly Motivated, High Energy and Entrepreneurial
- Excellent organizational, resource management and communications skills
- Willingness to do what it takes to get results
- Ability to travel 50% of the time

Contact Information for Resumes:

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