



Job Description - Ref 20 055

Business Development Manager – Sound & Vibration Products

Purpose:

- To identify, develop and negotiate strategic relationships with potential partners and customers that will benefit the sales of D&V's SVPro (sound & Vibration) product.
- To identify and lead sales, marketing, development on SVPro, and related business opportunities

Responsibilities:

Strategic Business Development and Partner Alliance

- Develop new market initiatives; assessing new markets, and analyzing business opportunities; based on market climate and demand, evaluating options and venture investment(s)
- Identify trends in the sound and vibration market segment and communicate these trends to product development. Research industries and related events, publications, and announcements, tracking individual contributors and their accomplishments
- Develop and implement strategic business plan and sales forecast to generate revenue and EBITDA
- Establish strategic business alliances and distribution partners to build the business and establish foundation for future growth
- Develop and implement negotiation strategies and positioning, by studying integration of a new business venture with the D&V business strategies and operations; examining risks and potentials; estimating partners' needs and goals; to align the partner's and D&V product lines(s)
- Close new business transactions by coordinating requirements; developing and negotiating contracts; integrating contract requirements with business operations
- Enhance D&V Electronics Ltd. business reputation by accepting ownership for accomplishments; and continue to explore opportunities to add value to the company portfolio
- Keep abreast of competitor activity and recommend any necessary strategic or tactical actions

Sales Development

- Identify and pursue strategic customers including delivering presentations and proposals. Negotiate and close sales of SVPro hardware and software. Build and maintain important customer relationships to secure business and optimize potential / future business growth
- Develop network of distribution partners that can help sell SVPro. Provide all support necessary for the care and feeding of the distribution channel. Grow mindshare to increase sales. Mentor distribution partners and collaborate directly.
- Attend trade shows, workshops and / or other marketing events to speak to prospects and generate sales leads

- Continuously keep abreast of industry developments, by participating in educational opportunities; reading professional publications; maintaining personal and social networks; participate in professional organizations events

Education and Experience:

- B. Sc. Engineering degree, and / or MBA
- 5+ years' experience in a similar role
- Proven track record on establishing and growing new businesses, revenue generation, and strategic planning and business development experience
- Strong Leadership skills required
- Knowledge of acoustics and vibration principles
- Excellent customer relationship building experience required
- Excellent negotiation skills, able to close new business and sales opportunities
- Self-motivational, requires minimal guidance
- Outstanding ability to sell products
- Strong writing, oral and presentation skills required

D & V Electronics Ltd. values their employees. We encourage life-long learning and foster employee personal growth. If you're someone who enjoys working in a creative and innovative work environment, and would like to join our team, please submit your resume and covering letter to: careers@dvelectronics.com or fax us at (905) 264-0502.

We thank all applicants for their interest in our organization, however; only those selected for an interview will be contacted.