



### **JOB POSTING: Business Development Manager, Rugged Video Products**

#### **OUR COMPANY**

Since its establishment in 1987, EIZO Rugged Solutions (ERS) has been a pioneer in high-performance computer graphics solutions for niche markets. We currently serve defense, industrial, air traffic control, avionics and medical markets with rugged solutions for graphics processing, video capture, encoders, high-compression video recorders, and high-end visual display solutions. Our core strength is our ability to provide both configurable COTS (commercial-off-the-shelf) and custom engineered solutions designed to satisfy specific customer requirements.

#### **THE ROLE**

EIZO Rugged Solutions, Inc., ([www.eizorugged.com](http://www.eizorugged.com)) is seeking an enthusiastic and seasoned professional to fill the role of Business Development Manager to develop sales strategies, attract new clients, and develop new business. The successful candidate will play a key role in increasing revenue by personally sourcing new opportunities and closing contracts to achieve sales quotas. In order to accomplish this goal, he/she will, through new and existing relationships, seek opportunities, generate leads, qualify prospects, sell multiple product lines and services in accordance with company processes and standard operating procedures. The person will also manage customer relationships, negotiate with clients and provide feedback to the internal product management team about competitive offerings and customer comments/recommendations/feedback.

#### **RESPONSIBILITIES**

- **Grow revenue through sales to NEW and existing customers**
- Seek new opportunities through networking and “hunting” – you will be responsible for generating new business, new programs, and new sources of revenue
- Lead generation – using the tools and experience available to you, you will be the primary source of leads for opportunities that you are chasing
- Consultative selling into defense, aerospace, and/or maritime markets
- Conduct solution demonstrations and address technical, financial, and other procurement objections and obstacles to closing the sale
- Develop a pipeline of prospective opportunities extending multiple years
- Maintain opportunity, contact, and forecast data in CRM
- Accurate and reliable reporting on pipeline, forecast, activities and action plans
- Meet personal and team sales targets
- Proposal and quote development and delivery



## QUALIFICATIONS

- **High standards of ethics and integrity**
- BA/BS degree in relevant field or equivalent work experience
  - Technical degree with business development experience, or business-related degree with experience selling technical products is highly desirable
- Proven business development experience, with a track record of exceeding quotas, is a must
  - Experience developing new business in at least one of the following market segments is essential (multiple segments is a plus):
    - US Government
    - Defense
    - Naval/Maritime
    - Aerospace
  - Ability to evaluate customer skills, needs, and problems, and provide high-value solutions
  - Strong relationship building skills
- **Self-motivated and driven to succeed**
  - **A “hunter” mentality with strong lead generation skills and experience**
  - **Proactive individual that doesn’t have to be told what to do**
  - **Strong ability to guide customer to see value and close the sale**
  - **Competitive with a strong desire to exceed goals and expectations**
- Superb interpersonal skills
  - Ability to quickly build rapport with customers and end-users
  - Excellent written & verbal communicator and creative thinker
  - Strong negotiation skills
- Experience with CRM systems (Salesforce® experience preferred)
- A passion for the industry and our mission will be essential
  - Ability to communicate & demonstrate technology products & services
  - Experience with rugged electronics & engineering design services is preferred (video, graphics and/or encoding products is ideal)
  - Experience with C4ISR markets and technologies is a plus
  - Experience with naval/maritime defense and security markets & technologies is a plus
- Competency in MS Office suite (Word, Excel, PowerPoint, Outlook) is essential

Interested and highly qualified individuals should send résumé and cover letter to [ERS-HR@EIZO.com](mailto:ERS-HR@EIZO.com) to apply, with the job title as the subject line of the email.