



## Director of Business Development

*Location: West Region*

*Reports to: SVP of Global Sales and Business Development*

### **About Igor**

Igor, Inc. is a rapidly growing startup providing the industry's only fully integrated PoE based intelligent building network to future-proof buildings.

Igor is seeking candidates with strong and positive organization skills to join their team. Igor is a hyper-growth company and this role will be much more than just traditional business development management. Igor is looking for 'A player' individuals that wants to grow with a company as it changes an industry. The candidate should want to improve the way things are done in their industry and when given an assignment, he/she has the drive and ingenuity to figure out the best way to deliver results. The perfect candidate wants to join a young, ground-breaking company, where they can enjoy a career without limits.

At the convergence of IoT (Internet of Things), Big Data and Machine Learning (AI), Igor is changing the way the industry designs, specifies and purchases smart building technology by providing building owners and businesses with an intelligent, scalable Power-over-Ethernet (PoE) smart building platform via a proven, simple yet highly configurable AI-driven enterprise software solution.

This elegant technology delivers a clear path to cost-effective AI-enabled "digital ceiling" smart building deployment, offering the best ROI in the industry. For more information, please visit [www.igor-tech.com](http://www.igor-tech.com).

### **Description**

The Director of Business Development will be responsible for building and managing Igor's sales channel relationships within the assigned territory. As the organization's primary sales executive within the region, the Director of Business Development is accountable for overall sales performance by creating and supporting a network of high performance sales channel partners capable of maximizing profits, achieving greatest penetration of existing markets, securing high value new client targets and retaining the company's customers.

We're looking for a high-energy connected sales leader with a proven track record of consultative selling of lighting control or building control solutions via an indirect sales channel.

## Requirements

- BS/BA in a Business or Technical Discipline; or very strong experience with established circle of influence.
- Relevant Industry and/or Company Experience:
  - Commercial building lighting/smart controls or building management systems (BMS) providers.
  - IT networking solution providers or IT network system integrators.
  - Has an established network of contacts and relationships within the low voltage network industry and/or commercial construction business community.
- Relevant Job/Position Experience:
  - 5+ years of sales management/sales/marketing of commercial lighting, building automation, low voltage network solutions or electrical industry products and/or services.
  - Experience in creating powerful marketing/sales plans and strategies.
  - Experience in a hyper-growth/start-up/early stage company (Preferred).
  - Experience in building/training/motivating highly effective sales channel partners.
  - Experience in a highly technical, highly engineered sales role.
  - Experience of increasing sales in a highly technical, competitive marketplace with a sales cycle of six to twelve months.
  - Experience in consultative selling of solutions with deal size of \$1MM+.
  - Experience in the analysis/assessment of a competitor's product lines and marketing/sales strategies.
  - Experience in complex negotiations with customers.
  - Experience in building strong relationships with channel partners, distributors, customers and industry associations.
  - Proficiency in Microsoft Office suite programs: Word, Excel, PowerPoint, Outlook.
  - Experience utilizing Salesforce.com to manage sales tasks, pipeline and closing data.

## To Apply

Send your resume and an optional cover letter to [HR@igor-tech.com](mailto:HR@igor-tech.com) with the job title in the subject line. Applications will be considered on a rolling basis until the role is filled.