

JOB DESCRIPTION

Business Development Manager North America

This document is an external facing document provided as part of the recruitment process.

Overview / The Role

[Active Silicon](#) is a business unit of [Steatite Ltd](#) and part of the [Solid State Group](#). Active Silicon is a market leader in the design and manufacture of sophisticated computer imaging systems. [Our products](#) are used in virtually all areas of science and industry, including manufacturing, life sciences, medical imaging, robotics and (homeland) security.

This job description is for the role of Business Development Manager North America, with responsibility for the sales and business development in North America and reporting to the Active Silicon Head of Sales and Marketing.

The Business Development Manager North America will be working closely with other business units within [Steatite](#) and with [Custom Power](#). The focus will be on account management of our existing customers and especially developing the business in North America. The Business Development Manager is accountable for improving Active Silicon's market position and for achieving growth. This person identifies business opportunities, negotiates, and closes business deals and maintains an extensive knowledge of the market.

The Business Development Manager will manage existing clients and collaborate with partners and ensure they stay satisfied and positive. The BDM calls on clients/partners and makes presentations on solutions that meet the clients' needs. The BDM may typically be travelling a third of their time in the North American market.

Summary Details

Job Type:	Sales, Account and Business Development Management
Job Title:	Business Development Manager North America
Location:	East Coast, preferably around Maryland
Hours:	40 hours per week, 10 days annual holiday (plus public holidays)
Travelling:	Typically a third of the time
Salary Package:	\$110K - \$150K annual base salary and a commission scheme. A quarterly commission of 0.5% of the invoiced sales is paid. In addition there is an annual bonus of 3% based on the invoiced year-on-year sales growth. The annual sum of the commission and bonus is maximum \$100K.
Qualifications:	Bachelor's or Master's degree in Engineering or Sales and Marketing
Experience:	7 years+ experience in sales and/or business development in the Industrial Imaging market

The type of person we are looking for

You are self-motivated, driven, pro-active and have an enthusiastic, positive mindset. You will persevere and you are a go-getter. You are excited by the high-tech industry. And you get a kick out of closing deals and getting new customers onboard.

Key Competencies

- Bachelor's or Master's degree in Engineering or Sales and Marketing.
- 7 years+ experience in sales and/or business development in the B2B market. Preferably in the markets; Machine Vision, Medical Imaging and/or Industrial Imaging.
- Experience in technical sales and selling to engineers.
- Organized, pro-active, self-starter who can successfully run his/her territory with autonomy.

Key Responsibilities

- Building up an excellent relationship with our clients and partners in the North American market.
- Organize targeted push sales campaigns with and without our partners.
- Respond quickly and adequately to enquiries and win opportunities.
- Organize promotion with and without our partners.
- Generate leads in combination with our news and marketing campaigns.
- Hold online and in-person meetings, demos and sales presentations with (prospective) customers and partners.
- Manage the sales process from qualifying and meeting setting to negotiation and closing.
- Work alongside, and monitor, our tech support department to keep customers satisfied and positive.
- Work closely with our R&D department.
- Travelling to visit local partners and customers.

We offer

A position in a profitable and fast growing international company with high ambitions. A new position with the possibility to shape the role and have a significant impact on the company's presence and reputation in the North American market. A key role with significant impact in a challenging and ultra-dynamic market. A challenge that combines strategic work and operational sales, working with various internal and external stakeholders.