

Position Opening: Business Development Manager



Job Title: Business Development Manager
Job Type: Full Time Permanent Employment
Start Date: Immediate
Job Location: USA, Home Office

Are you looking for a new challenge in a fast-growing, dynamic high-tech company?
It's time to make a move!

VuWall is a global leader in video wall control systems, providing a complete ecosystem of products recognized for the most effective distribution of any source to any display throughout organizations. We are a privately held company with offices in Montreal and in Tübingen Germany. With customers in more than 45 countries, we have deployed over 2000 projects in many Fortune 500 organizations, government agencies, utility, transport, and security companies including the US Departments of Transportation, NASA, Canadian Space Agency, Air Canada, US Homeland Security, European Commission, Sydney Trains, Porsche, Daimler, L'Oréal, SNCF, and FIFA.

JOB DESCRIPTION

We're seeking a qualified Business Development Manager to increase market share and brand awareness in the US market. The new Business Development Manager will identify new business prospects, develop new markets as well as maintain and grow long term relationships with clients and partners. Become a VuWall brand ambassador and work with sales and marketing to expand and solidify the VuWall brand.

MAIN RESPONSIBILITIES

- Help increase VuWall's market share and brand awareness in the US through prospection for new clients (cold calling, presentations, event participation (tradeshows/conferences, etc.).
- Generate leads by researching and identifying new business opportunities - including new markets, growth areas, trends, customers, partnerships, products, and services.
- Build and develop a rapport with new clients while fostering existing relationships with key accounts.
- Monitor and evaluate industry trends and customer drivers and meet regularly with management and stakeholders to discuss strategy.
- Assist in planning sales campaigns, sales forecasts, and provide market and business analysis.
- Collaborate with sales, marketing, and product management teams to align business development strategy with corporate objectives.

VuWall is committed to building a diverse and inclusive workplace.

Learn more. Visit vuwall.com

QUALIFICATION REQUIREMENTS

- 3-5 years of sales experience in audio/visual sector
- Bachelor's degree or certificate in business or management
- Successful track record in B2B sales and negotiations
- Excellent verbal and written communication skills in English as a mother-tongue
- Proficiency with data analysis, forecasting, and budgeting
- Experience with CRM software (i.e., Salesforce, Odoo)
- Excellent presentation skills
- A dynamic and sharp individual who is open-minded, humble, and honest.
- Good listening and problem-solving skills
- Efficient time management skills

THE VUWALL EXPERIENCE

- A multinational experience with a start-up vibe.
- Entrepreneurial spirit with a dynamic team of professionals, always available for help and support.
- Embracing diversity, the company offers an exceptional culture made of kind, respectful, talented, dedicated, and passionate people.
- Competitive salaries and benefits.

TO APPLY

Click here to email your CV to
careers@vuwall.com