



New Sales & Business Development Role in IoT at Device Authority

VP Business Development & Sales – East USA

Based in the East of the US with good accessibility to travel, the VP Business Development & Sales will identify and qualify opportunities within the account territory; will have experience in the IoT or InfoSec markets, understand the dynamics and factors working for a software and SaaS based company, can develop Partner and Ecosystem based selling models, can sell business applications solutions to prospective customers; manage and drive sales opportunities through strategic selling; negotiate and close business; and manage the business relationship with clients. Extensive travel may be required.

Responsibilities:

Prospect, forecast, resource allocation, and planning of new business deals. Develop solution proposals encompassing all aspects of the Device Authority software solution. Advise customer on ROI using business drivers while presenting product sales presentations. Participate in the creation, presentation and sale of a complete value proposition via the telephone, internet, webinar and customer meetings. Negotiate pricing and contractual terms to close sale as required. Thoroughly qualify all leads and sales opportunities. Present Device Authority's solution in a compelling, positive, and professional way. Work as part of a virtual team. Sell to C-level senior executives, and have a track record of structuring and closing six figure plus sales deals. **Reporting to: CEO for now, and VP Global Sales in the future**

Desired Skills and Experience

You are a top-tier sales executive, experienced in selling to the OEM market. A prior track record within the IoT and M2M space is extremely advantageous. You are motivated by being an integral part of the adoption of cutting edge security technologies. You are capable of constructing contracts and working with OEM and similar partners; you enjoy educating customers about the way that your company's technology will improve their performance, top- and bottom-lines. In addition, you are results focused and action oriented.

At Device Authority, you will continue your track record in building, managing, and delivering high performing sales results and teams. You will play a critical role driving a significant share of revenue for us. This is a key role in the rapid growth and development of an innovative player in the InfoSec software space. You will have an opportunity to join the company at an early stage and help form, create and enjoy the roller coaster ride to global recognition, status and success.

Qualifications/Skills:

- Enjoyment of the startup culture with all its growth and change; flexible personality.
- BSc/BA and a minimum of 8+ year of relevant business experience.
- 8+ years direct sales experience, selling SaaS and/or enterprise software to VP, SVP, and C-Level Executives.
- Software experience is a must, preferable IoT and/or InfoSec or Data Security selling and market experience.
- Have the ability to develop, drive and execute sales and marketing development programs with OEMs and partners.
- OEM, IoT Platform & Service providers, SI, MNO/MVNO experience desired, as well as business development experience as they form a core part of the Go to Market strategy.

- Able to create leads from your own prospecting efforts, leveraging your contacts and existing accounts and partners, as well as follow up company led initiatives and opportunities.
- Experience building a pipeline and qualifying and identifying deals that you can close. Results driven and able to achieve/exceed monthly/quarterly/annual sales quotas.
- Excellent communication skills both written and verbal with internal/external clients. Consistent overachievement of quota and revenue goals in a comparable role.
- Has the drive and self-motivation to be based from home but very active and visible in this exciting IoT marketplace.
- Extensive travel will be required for this position, particularly across the United States, surrounding territories, and sometimes Europe & APAC.
- You are a proven, successful sales person, with the ability to sell solutions (not a product) to C-level executives or line of business.
- Ability to play in a team environment with the ability to work independently and remotely from other members of your team.
- Ability to accurately forecast, manage a staged sales process, and work with marketing on MQL to SQL conversions.
- Exceptional management, interpersonal, written and presentation skills.

About this company:

Device Authority is a global leader in identity and access management (IAM) for the Internet of Things (IoT) and focuses on medical/healthcare, industrial, automotive and smart connected devices. Our KeyScaler platform provides trust for IoT devices and the IoT ecosystem to address the challenges of securing the Internet of Things. KeyScaler uses breakthrough technology, including Dynamic Device Key Generation (DDKG) and PKI Signature+ that delivers simplicity and trust to IoT devices. This solution delivers automated device provisioning, authentication, credential management, policy-based end-to-end data security/encryption and secure updates. With offices in San Ramon, California, and Reading, UK, Device Authority partners with the leading IoT ecosystem providers, including AWS, DigiCert, HID Global, Microsoft, nCipher Security, PTC, Thales, Venafi, Wipro and more. Keep updated by visiting www.deviceauthority.com.

We are an equal opportunity employer and value diversity at our company. We do not discriminate on the basis of race, religion, colour, national origin, gender, sexual orientation, age, marital status, veteran status, or disability status.

Please submit applications to careers@deviceauthority.com



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