



Business Development Manager - Channel Sales

Overview

CheckVideo delivers a truly one-of-a-kind intelligent video security solution. Its unique combination of video analytics along with the award-winning CloudVMS provides security dealers, integrators and end users the easiest, most cost-effective and complete video solution available. CheckVideo was founded in 1998, initially as an intelligent video analytics software provider. As the suitability of IP to manage physical security and business operations increased, CheckVideo was in the forefront of using the Cloud (as it is known today) to provide easy, comprehensive, secure and inexpensive video systems.

CheckVideo, is hiring a Business Development Manager, Channel Sales.

The primary objective of the Business Development Manager is to sell comprehensive security systems and services to business partners and multiple channels.

To be successful, the Business Development Manager, Channel Sales must be cognizant of the dynamics within the market served and understand the client's security requirements. The Business Development Manager instills in the client a clear understanding of the CheckVideo value proposition and offer systems and services to meet our partners' needs.

Responsibilities

- Identifies and cultivates long-term business relationships with Channel Partners.
- Develops and plans accounts strategies that provide the greatest opportunity to make sales.
- Evangelize CheckVideo with our Channel Partner's customers.
- Assist Channel Partners in demos and their sales process.
- Designs security systems that meet the client's needs.
- Writes proposals, conducts presentations, and demonstrates CheckVideo's systems, services, and value proposition.
- Generates sales that meet or exceed established goals
- Maintains an ongoing sales journal that accurately summarizes the status of outstanding proposals.
- Participates in scheduled sales meetings.
- Amplifies collective sales opportunities by introducing decision-makers and key client contacts to colleagues and managers.
- Identifies, researches, analyzes, and communicates competitive sales strategies.
- Participates in key industry associations and events to increase awareness of the CheckVideo's brand and favorably position the CheckVideo to targeted clients within the community.
- Demonstrates enthusiasm, initiative, teamwork, and professionalism.

Qualifications

- Bachelor's Degree
- Minimum 3 years of sales experience in the software, security or life safety markets
- Demonstrated outstanding sales skills to commercial clients at the executive level

- Demonstrated track record of closing sales of complex systems or services with protracted sales cycles with Managed Services
- Experience working with Salesforce CRM
- Demonstrated ability to work with little direct supervision
- Documented History of achievement against quota

CheckVideo is an Equal Opportunity / Affirmative Action employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, national origin, disability, or protected Veteran status.