

## **JOB TITLE: Vice President, Business Development(Region)**

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### **VP Business Development**

**Location:** Plano, TX or Remote

**FLSA:** Exempt

**JOB GRADE:** 25

**Report To:** VP Global Sales

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### **SUMMARY:**

The Vice President, Business Development will develop and win new business sales in his or her assigned territory and be responsible for the attainment of assigned new business quotas. The qualified candidate should possess a thorough understanding of our integration capabilities and partnership value add, polished presentation and selling skills to senior customer executives and decision makers; relationship management skills that translate into identifying decision-makers and influencers and the ability to communicate and position end-to-end solutions and articulate UEI strategies to the marketplace.

### **ESSENTIAL DUTIES AND RESPONSIBILITIES:**

- Forecasting, quota attainment, sales presentations, short-term, mid-term, and long-term opportunity management.
- Engage resources as required including a sales engineer to drive sales.
- Develop & grow relationships with OEM partners for leads and joint marketing/sales activities.
- Drive Design Wins through the on-boarding process into revenue as quickly as possible.
- Developing sales plans and customer's relationships in an assigned territory and the attainment of assigned sales quota.
- Developing and maintaining a territory customer prospect list. Provide accurate timely booking forecasts to sales management.
- Positioning the Company and products in the territory via: presentations, proposal responses, and/or business case solutions via thorough understanding and established relationships with customers located in assigned territory.
- Learn about and be able to effectively communicate the company's business as appropriate. Shows up to work on time and attends work as scheduled.
- All other duties as requested by supervisor or department head.

### **COMPETENCY QUALIFICATIONS:**

*To perform this job successfully, an individual must be able to perform each essential duty satisfactorily. The requirements listed below are representative of the knowledge, skill, and/or ability required. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions. If an employee does not meet the required competency level in any area, a required development training plan will be implemented.*

#### **Job-Specific Competencies:**

*(Education and/or years of experience; technical and/or analytical; software or applications; department and/or position specific; internal or external certifications required)*

- Bachelor's degree or equivalent technical competency required
- 7-10 years sales experience in the networking/computer industry and/or security products and managing regional channels.

- Experience developing sales opportunities, preparing proposals and closing complex opportunities.
- Must have a commitment to customer service and the motivation to work with limited supervision are important position traits.
- Strong interpersonal skills and desire to work in a dynamic and fast-paced environment
- Ability to work autonomously, self-motivated and a strong team builder
- A strong presenter and closer, and the ability to travel
- Additionally, the ability to demonstrate the necessary skills to negotiate issues with peers, partners and customers using a Win/Win philosophy and be willing to adapt, as necessary, to accommodate changes in industry and company direction are highly desired.
- Thorough understanding with Intel and Microsoft technology required
- Ability to follow all applicable Business Management System (BMS) processes.

**Management Competencies:**

*(Management experience required)*

- None

**Core Competencies:**

*(Other core requirements including communication, presentation, language, math, and reasoning skills)*

- Excellent presentation and communication skills, both written and oral are required
- Ability to read, write and speak English.
- Ability to compose reports and correspondence.
- Ability to use word processing, spreadsheets and electronic office tools.
- Strong analytical skills required
- Ability to define problems, collect data, establish facts and draw valid conclusions.
- Know and follow established company core values.

**PHYSICAL DEMANDS:**

*The physical demands described here are representative of those that must be met by an employee to successfully perform the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.*

While performing the duties of this job, the employee is regularly required to use hands to finger, handle, or feel objects, tools, or controls; reach with hands and arms; to sit, stand, walk; and to talk and hear. Specific vision abilities required by this job include close vision and the ability to adjust focus.

- Lifting Requirement: 20 pounds
- Lifting Limitations: 50 pounds

**WORK ENVIRONMENT:**

*The work environment characteristics described here are representative of those an employee encounters while performing the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.*

- The noise level in the work environment is usually moderate.