

Job Description: Business Development Manager

Job Title: Business Development Manager (IoT/DMS)

Location: Remote (US & Canada)

Company Overview: We are a leading provider of high-quality LED street, area, site, and traffic signal lighting solutions. We are committed to driving innovation and sustainability through our products, services, and customer support, serving both public and commercial sectors. We are currently transitioning into an IoT solutions and Data Management Systems (DMS) provider, leveraging street lighting technology and lighting grid infrastructure as its foundation.

Job Summary: We are seeking a proactive and results-driven Business Development Manager to spearhead our DMS/IoT business development efforts. The ideal candidate will be responsible for formulating business plans, developing operational solutions, and establishing LEOTEK as a leader in the IoT solutions market.

Responsibilities:

- Craft the vision and overarching business plan for LEOTEK's future IoT Solutions and DMS technology, including defining the organizational structure necessary for execution.
- Develop and implement the Go-to-Market strategy for LEOTEK's existing solutions in North America, with a keen focus on assessing and guiding the direction of ongoing solution development.
- Act as the primary representative and technical expert for LEOTEK in the domains of software/hardware solutions for connected lighting, asset management, predictive maintenance, carbon tracking and currency.
- Ensure alignment between LEOTEK's core technology and its future vision and business plan, facilitating mutual promotional benefits.
- Provide comprehensive marketing materials and content to support the aggressive branding and promotion of LEOTEK's future vision and business plan.
- Partner with internal teams to execute LEOTEK's future vision and business plan effectively.

Additional Eligibility Qualifications:

- 5+ years of relevant experience in business development.
- Bachelor's degree or equivalent experience.
- Strong analytical and problem-solving skills.
- Excellent communication and presentation abilities.
- Ability to thrive in a fast-paced, dynamic environment.

Competencies:

- Technical Capacity
- Personal Effectiveness/Credibility
- Thoroughness
- Collaboration Skills
- Communication Proficiency
- Flexibility
- Proficiency with Microsoft Word, Excel, PowerPoint, and Outlook.

Travel Requirements:

- 50% travel within North America.
- Occasional travel to Taiwan offices may be required.

Reporting Structure: Reports to Director of Business Development.

Compensation: Starting at \$120,000 base