

## **Job Description: Director of Business Development**

**Job Title:** Director of Business Development (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 an experienced and visionary Director of Business Development to drive our DMS/IoT business initiatives. This role will be instrumental in defining and executing the strategic roadmap, building operational solutions, and positioning LEOTEK as a market leader in IoT solutions.

### **Responsibilities:**

- Define the vision and comprehensive business plan for LEOTEK's future IoT Solutions and DMS technology, including organizational structuring and resource allocation.
- Develop and execute the North America Go-to-Market strategy for LEOTEK's existing solutions, with a focus on aligning development efforts with market demands.
- Serve as the key liaison and subject matter expert for LEOTEK in software/hardware solutions for connected lighting, asset management, predictive maintenance, carbon tracking and currency.
- Ensure the coherence of LEOTEK's core technology with its future vision and business plan, fostering reciprocal promotional benefits.
- Provide strategic marketing materials and content to support the robust branding and promotion of LEOTEK's future vision and business plan.
- Recruit, mentor, and lead a high-performing team to effectively execute LEOTEK's future vision and business plan.

### **Requirements:**

- Profound expertise in IoT and cloud solution architecture for commercial or industrial applications.
- Demonstrated track record in SaaS business models and sales development.
- Extensive experience in business development for B2B products/solutions, including channel and partner/VAR development.
- Exceptional pre-sales and post-sales skills.

### **Additional Eligibility Qualifications:**

- 10+ years of relevant experience in business development.
- Bachelor's degree or equivalent experience.
- Strong leadership and team-building abilities.
- Excellent strategic thinking and problem-solving skills.
- 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 President of LEOTEK.

**Compensation:** Starting at \$160,000 base