



Sales Development Manager

Employer: Ingenia Technology (UK) Limited
Location: London base with extensive international travel
Salary: On Application
Benefits: A competitive salary package will be available to the right candidate depending on experience

JOB DETAILS

Ingenia Technology is the inventor of Laser Surface Authentication (LSA™) and a leading solution provider for brand protection, track & trace and document authentication. This is a superb international opportunity for an experienced security sales professional to join a fast growing, innovative security technology company.

ROLE AND RESPONSIBILITIES

The Sales Development Manager will have responsibility for existing sales and for generating additional sales with existing customers and developing new sales with new customers.

- Management of existing customer accounts including order processing
- Increase of revenue opportunities with existing customers
- Development of new sales with new customers in new markets
- Development of security solutions using LSA to meet customers' security needs
- Management of customer projects including writing and implementing project plans
- Writing of sales proposals and significant input into writing licence agreements
- Development of relationships across the security arena
- Promotion of Ingenia Technology as a leading supplier of security solutions
- Attendance of conferences and exhibitions

QUALIFICATIONS AND EDUCATION REQUIREMENTS

Degree level educated or equivalent with sales qualifications and training to include customer relationship management, project management, sales proposal and report generation.

PREFERRED SKILLS AND EXPERIENCE

The role requires a minimum of 10 years experience in the document security or brand protection markets, or ideally both. The candidate must have an extensive network of contacts and significant relationships, at multiple levels, across a wide range of leading companies and government influencers.

There is a need for frequent international travel and therefore requires the candidate to be self-sufficient, well organised and resourceful. In addition, the role requires an

excellent team player, strong communication and presentation skills and the desire and drive to add significantly to the achievements of the current team.

The candidate must have an extensive and up-to-date knowledge of the security issues faced by potential customers including knowledge of legislative and market specific issues. They must be able to discuss these issues with potential customers and work with them to develop suitable security solutions using LSA™.

To apply for this role please send your CV and covering letter to recruitment@ingentechnology.com

www.ingeniatechnology.com

Closing date: 19/08/11