

Business Development Manager

- I. *Reports to:* Vice President-Sales, Zodiac Data Systems
- II. *Supervises:* Manufacturers Representatives and Sales Support as appropriate
- III. *Overview:*

Zodiac Data Systems, Inc. [ZDS] is owned by Zodiac Aerospace. ZDS provides US sales, service, and support for the products of Heim Data Systems GMBH, Enertec SAS, and IN-SNEC. Headquartered in Paris, France, ZDS sells and supports high quality data acquisition, recording, telemetry, tracking and control systems for applications around the world through its US Headquarters in Atlanta, GA.

ZDS is part of the Zodiac Aerospace organization, a global company with interests in the aerospace, marine, telecommunications, electronics and information technology markets. Zodiac Aerospace has headquarters in Paris France, employing over 16,000 people worldwide with revenues in excess of \$3.0 billion in 2009.

Zodiac Data Systems products are globally applied in the automotive, industrial, scientific, aerospace, government and military markets for acquisition of data related to performance testing, development, research, surveillance, missions, satellites and other activities requiring accurate, long term monitoring, analysis and archiving of high value data and signal generation. The products can interface to a wide variety of sensor and telemetry data including analog, digital, bus and computer sources.

We have an opening for a **Business Development Manager** for Zodiac Data Systems, which will be reporting to the Vice President-Sales, Zodiac Data Systems. This candidate will be responsible for the management of the sales operations in their allocated sales territory. This position is responsible for developing, managing, and closing the Sales efforts for Zodiac Data System's Digital Video Recorder business line. You may also be required to manage Manufacturers Representatives. You will take direction from the VP-Sales regarding tactical operations in the territory, which consists of the US and Canada.

Specific Responsibilities and Duties:

- ◆ Operate from a Home based office in the defined territory near an airport
- ◆ Ability to travel approximately 50% of the time in the allocated Sales Territory
- ◆ Achieving the budgeted orders target for all Zodiac Data Systems products in the sales territory
- ◆ Assisting the VP-Sales in achieving the budgeted orders target for Programs.
- ◆ Identifying sales opportunities and managing them through to completion
- ◆ Ensuring new leads are positively pursued toward sale completion
- ◆ Conducting operations in accordance with direction from the VP-Sales
- ◆ Providing order forecasting, activity and other management reports as shall be required by the VP-Sales
- ◆ Identifying, appointing, training and managing representatives to ensure full coverage of the territory business potential
- ◆ Ensuring representative quality by performance management
- ◆ Providing feedback on market activity and product information to the VP-Sales
- ◆ Resolving customer problems
- ◆ Allocating and making available resources such as the Application Engineers and demonstration equipment
- ◆ Carrying out demonstrations and customer visits
- ◆ Responding to RFI's, RFQ's and making bid submissions
- ◆ Ensuring representatives are furnished with current pricing, literature and other sales collateral
- ◆ Managing in-territory exhibitions, ensuring that all stand, product and manning requirements are met
- ◆ Keeping the contact database fully current such that it provides a tool for sales activity reporting, lead tracking, customer management, marketing and program tracking
- ◆ Maintaining the quality of all communications with customers

- ◆ Maintaining a thorough understanding of Zodiac Data Systems products including; hardware design, operating systems and software
- ◆ Additional duties as required

IV. Required Experience

- ◆ Experience with data acquisition, telemetry, tracking, control, instrumentation, and systems engineering and/or integration highly desired
- ◆ Military experience a plus
- ◆ Experience with proposal preparation and bid/no bid processes
- ◆ 5-10 years sales and business development experience preferred
- ◆ Excellent problem-solving skills
- ◆ Ability to work well in a self-directed environment
- ◆ Excellent management and communication skills
- ◆ Experience with Microsoft Office and standard business software and the ability to quickly grasp new technology