# Job Description: Business Development Executive

# Responsibilities

* Achieve Wiliot Early Advantage (adopter) Program project and revenue targets
* Targeting, developing and closing deals with marque strategic end-user accounts
* Forecasting revenue and projects
* Building relationships with potential partners and customers
* Crafting value propositions on the fly
* Maintaining customer enthusiasm while candidly setting expectations, ensuring the individual and their organization are successful
* Optimizing revenue, margin, time to revenue and investor value
* Qualifying enquiries and opportunities based on complex factors
* Ensuring customer projects are scoped and defined appropriately – collaborating with EAP delivery team to develop SoWs
* Identifying partners, building, maintaining and structuring relationships
* Facilitating challenging workshops and meetings
* Architecting solutions on the fly, adapting to customer feedback dynamically
* Interlocking with delivery organizations, negotiating challenging delivery goals and getting buy-in and support for the EAP projects before they are sold
* Creatively developing new use-cases and solutions
* Evangelizing Wiliot’s technology and story at conferences and meetings

# Qualifications & Qualities

* CS or EE degree
* MBA or equivalent experience
* Experience and knowledge of the Bluetooth beacon ecosystem
* Knowledge of mobile applications ecosystem, cloud services principles
* Experience delivering solutions for major accounts
* Sales process experience / strategic selling / success
* Willing to travel up to 33% of time
* Skills
  + Strong presentation skills
  + Program management
  + Solution architecture
  + Excellent written & presentations skills
  + Social