



## **Director of Business Development**

We are seeking a Director of Business Development to expand our business opportunities and take the lead in the development of new business that supports our Company's overall growth strategy. The ideal candidate has a passion for sales and a proven track record of success and takes a hands-on approach to building business opportunities.

### **Responsibilities**

- Manage both our existing sales pipeline and develop new business opportunities
- Take a lead role in the development of proposals and presentations for new business materials to create business opportunities
- Monitor and evaluate industry trends and customer drivers
- Generate new leads, identify and contact decision-makers, screen potential business opportunities, select the deals in line with strategies
- Support deal structure and pricing with business value analysis; negotiate contract terms and prices for proactive bids and proposals.
- Execute strategic marketing plans, sales plans and forecasts to achieve goals
- Travel to meet customers as needed (20%)

### **Education/Experience/Skills**

- Bachelor's degree in business or management preferred
- Five plus years related experience
- Technical system sales experience
- Excellent verbal and written communication skills
- Exemplary presentation and closing skills
- Proficiency with data analysis, forecasting, and budgeting
- Proven ability to plan and manage resources
- Ability to overcome obstacles and challenges and to solve problems
- PC knowledge, Office Suite- Excel, PowerPoint, Word; Microsoft Windows

This position is a Base Salary position with UNCAPPED Commissions, Cell Phone Stipend and is located at 22 W West Hill Road, Barkhamsted, CT.

Lightstat offers competitive salaries and an excellent benefits package that includes a 401k plan and PTO.

Lightstat has been an industry leader in environmental controls for over 35 years. We continue to drive creative new concepts into the marketplace with a unique mindset that tailors controls based on customer needs. In a new era for Lightstat, we pride ourselves on being at the forefront of emerging technologies to continuously apply to all our products and systems.

Equal Opportunity Employer