

## JOB DESCRIPTION

**Designation:** Regional Sales Manager, Oncam

**Reports to:** VP Sales, Oncam

**Location:** Remote, North America - Eastern States - preferably NYC/NJ/DC/Boston/Philadelphia

### Company Overview

ONVU Technologies is a privately held Swiss group, operating out of bases around the globe including US, UK, and Turkey. Through annual investment in R&D, talent acquisition and strategic partnerships we go to market via our business units focused on smart video, IoT and cloud applications. Our brands include ONVU Learning, Oncam and ONVU360.

We believe in developing empathy led technology to answer genuine challenges in the vertical markets we address; by enabling users to leverage the technology in a way that solves their problems. Use cases of this has been in creating business intelligence insights for retail via video, providing a safer environment in an airport or helping teachers create better student outcomes by leveraging IoT devices in the classroom for insight and CPD.

### Role Overview

ONVU Technologies are looking for a Regional Sales Manager to commence the sales and business development efforts across the Eastern States of the US for our Oncam Inc Division. This represents phase 1 of our expansion plans for the US integrator channel, with further role outs in the pipeline. We are looking for a tenacious and gregarious individual who is able to recruit, develop and build a channel across sizeable regional integrators that take our products to market. A hunter mentality is key, and ideal for someone who wants to grow both the business and their career, with potential future leadership opportunities. This is an opportunity to shine and prove yourself. A knowledge of the regional territorial integrator channel players is key. Reporting to the VP Sales, the individual should excel in a collaborative environment and be capable of business growth fueling the business transformation. The successful candidate will be an experienced hunter who has demonstrable sales results, excellent people skills, exemplary work ethic, and goal orientated.

**Short Term Goals** - Recruit and develop integrator channel within the designated territory for Oncam products.

**Mid to Long Term Goals** - Create a regional channel of integrators to sell our new products & services coming down the pipeline to increase revenues further beyond the short terms objectives.

### Responsibilities

- Seeking, onboarding, and building revenue from new regional best of breed integrators across the given territory.
- To sell Oncam products in-line with the business plan for the region.
- Face to face & calls prospecting new account and developing current accounts as per the plan.
- Drive revenue and profitability through go-to-market strategies while, meeting the company's margin and growth objectives.
- Achieve and surpass budgets on revenue, margin, volume and number of trading integrators buying from the official US distributor for Oncam.
- Propel sales excellence within the territory to develop and implement revenue driving strategies, which create long-term customer and business value for a true partnership.
- Forecasting of sales opportunity pipeline from opportunity through to close versus target & time.
- Regular sales meeting presentations from forecasting through to competitor analysis and market / customer feedback.
- Develop and maintain the customer personal relationships with key stakeholders across the account set.
- Leverage and support the wider stakeholders across Oncam & ONVU to enable multi-function stakeholder relationships with the customers.
- Be a senior Subject Matter Expert to the business on the US security market trends & opportunities within the region.
- Ensure the business has an up to date and accurate assessment of the total addressable regional market for the Oncam product portfolio.

- Be at the forefront of collaborating with the marketing function and their team to grow the brand within North America through innovative marketing initiatives.
- Working closely with the Commercial VP & Sales VP to drive regional strategies through to new product innovation for that customer set.
- Responsible along with their team for inputting into the Oncam product roadmap in collaboration with product management on an annual basis with quarterly product roadmap reviews.
- Seek and table new opportunities for sales growth challenging the status quo.
- Creation and presentation of business cases/justification for new integrators and business development.
- Maintain a customer-first focused region.
- Consistently demonstrate a passion for ONVU Technologies group core values
- Flexible to carry out any other duties which may reasonably be required of you.

## **Essential Requirements**

- 3+ years Sales experience in the integrator security market within the given territory
- A demonstrable history of sales target attainment and overachievement. Experience in developing an integrator channel in a field sales capacity.
- Experience in developing and implementing sales strategies aligned to achieve company's growth and revenue targets, with emphasis on new accounts.
- Ability to collaborate closely and effectively with other territory resources such as manufacturer reps.
- An ability to bring a high degree of positivity to an ambitious environment and take absolute joy in collaborating with teammates at all levels whilst maintaining the highest levels of respect & empathy for all.
- An ability to devise and execute a go to market plan for our hardware and complimentary software in the US physical security space.
- An ability to build and retain external relations long term while continuing to leverage them to ensure growth of the business.
- An appreciation of technology and how it is applied to create compelling Value Propositions in the security sector.
- Ability to travel weekly to territory (~65% of territory travel)
- Experience of working collaboratively alongside Marketing .
- Experience in generating and being accountable for budgets and forecasts.
- Adept in using CRM tools.
- Experience of the security industry ecosystem: End-User, A&E, Integrator/Partner and Distributor and the roles each plays.
- Analytical evaluation of markets, trends and products.
- Adept at transitioning seamlessly from a strategic level vision to day-to-day tactical operations.
- Working knowledge of data analysis and performance/operation metrics.
- A demonstrated execution mindset and a record of success holding people accountable through supportive management methods.
- Ability to contribute to a healthy organizational culture.
- Excellent interpersonal communication skills.

## **Skills and Understanding**

- Ability to set and consistently hit targets.
- Excellent verbal, written, presentation, and interpersonal skill.
- Ability to adapt to change in a fast-paced environment.
- Ability to negotiate and influence.
- Ability to solve multi-faceted problems.
- Ability to manage complex projects in parallel.
- Strong attention to detail and ability to deliver quality in a dynamic fast paced environment.
- Ability to effectively deal with conflict.
- Proficiency at developing presentations and making these presentations to peer groups, customer's senior management, seminars or conferences.
- High attention to detail.
- Ability to work collaboratively in diverse teams across departments and geographic region.
- Strong computer skills with the ability to learn and demonstrate new software at a high level.

- Having an established client base in the assigned territory is a plus.