



## BUSINESS DEVELOPMENT MANAGER

Date: December 2016

Classification: Exempt

Job Type: Full Time

Compensation: Negotiable – Salary + Bonus

Reports to: Vice President of Sales & Marketing

Mercury Security Products, LLC., located in Long Beach, California, is a leader in the commercial security industry designing and manufacturing embedded controllers. We are currently seeking a Business Development Manager, a newly created position, to oversee product education and lead generation in a defined territory. This position requires significant domestic travel. Location in the Los Angeles metro area required.

We offer a competitive and comprehensive compensation package which includes medical, dental, vision, life insurance, Simple IRA, flex spending and PTO to qualifying employees. Mercury is a casual working environment.

### **Position Summary**

The Business Development Manager (BDM) will be responsible for working with Security Engineering Consultants, Architects and Engineers, Mercury OEM partners, security integration channels, and strategically important end-users. The BDM will be accountable for educating these key contacts on Mercury's product portfolio and evangelizing the Authentic Mercury open system philosophy. Additionally, the BDM will assist in identifying, creating and capturing business opportunities for Mercury's OEM business partners.

### **Responsibilities**

The Business Development Manager is responsible for planning, organizing and executing a successful business development plan with security consultants, OEMs, system integrators, and select end-users. This includes identifying key individuals in each of these area, educating each on Mercury Security's products, and developing a long-term business relationship as a trusted advisor. Also responsible for assisting in the identifying, qualifying and capturing of large or strategically important end-user opportunities, and supporting Mercury OEM's and their integration channels throughout the sales process.

The Business Development Manager will report to the Vice President of Sales and Marketing.

### **Duties**

The Business Development Manager will be expected to educate consultants and partner integrators as well as represent Mercury at consultant and channel focused events hosted by Mercury OEM partners. Duties include, but may not be limited to: lunch and learn sessions, engagement with strategic end user accounts, drive awareness of the Mercury product portfolio and new offerings, and participation in Mercury OEM partner events. Other duties include:

- Be a role model for Mercury Security and philosophical approach in the security market
- Work closely with the Vice President of Sales and Marketing to develop and manage consultant and partner integrator channel activity
- Educating consultants and OEM partner integrators on Mercury's product portfolio
- Drive awareness on Mercury's open market strategy
- Maintain key relationships with consultants, OEM partner integrators and strategic end users



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- Represent Mercury at OEM hosted partner events
- Drive revenue growth of Mercury through consultant relationships and influence
- Work closely with marketing team to develop and execute marketing initiatives

### **Minimum Qualifications:**

- Bachelor's degree required.
- A valid driver's license is required.
- At least 3-5 years of sales experience, preferably in the physical security industry.
- Established contacts and relationships with consultants, integrators and potential end user customers a plus.
- Outstanding consultative selling abilities and exceptional interpersonal skills with "C" suite.
- Excellent presentation and communication skills.
- Experience with a specific sales methodology.
- Proficient in MS Office (Word, Excel, Outlook, PowerPoint).

### **Other Requirements**

The Business Development Manager will be expected to travel extensively. Such travel will have varying frequency depending on opportunities and event schedules, but is expected to be about 50-70%. Other travel includes participation at industry trade shows 2-3 times each year (in varying locations around North America), and occasional travel outside of the assigned territory.

The Business Development Manager will be expected to present themselves in a professional manner as a representative of Mercury Security. This includes strong written and verbal communication skills.

### **Compensation**

The position of Business Development Manager will be compensated with a base salary commensurate with experience and meeting the above requirements, a quarterly bonus based on objectives designed for relationship development and the overall company performance, and a benefits package.

### **Travel:**

- Position requires a significant amount of travel both air and land.

### **Characteristics**

- Must be flexible and have an ability to execute at atypical times, usually early morning, and work late, when required, entertaining clients.
- Ability to communicate professionally with employees at all levels of the organization.
- Ability to prioritize, organize and plan your workload effectively.
- Competence to build and effectively manage interpersonal relationships at all levels.



**Physical Requirements**

The physical demands described here are representative of those that must be met by an employee to successfully perform the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

While performing the duties of this Job, the employee is regularly required to sit; use hands to finger, handle, or feel; reach with hands and arms and talk or hear. The employee is occasionally required to stand; walk and stoop, kneel, crouch, or crawl. The employee must frequently lift and/or move up to 25 pounds. Specific vision abilities required by this job include close vision, distance vision, color vision, peripheral vision, depth perception and ability to adjust focus.

**Disclaimer / Policy Statements**

Mercury Security is an Equal Opportunity Employer. We respect and seek to empower each individual and support the diverse cultures, perspectives, skills and experiences within our workforce.

**About Mercury Security Products, LLC**

Mercury Security Products is the global leader in the supply of OEM access control hardware. Built on an open platform, with over 3 million panels sold, Mercury has the largest installed base and greatest accumulated run time of any access hardware provider in the world. Headquartered in Long Beach, California, Mercury has been providing enhanced access control technology since 1992. More information is available at [www.mercury-security.com](http://www.mercury-security.com).