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Business Development / Sales / Account Management Lead (North America)

Description

Imeve is a pioneer in real-time immersive technology. Our tech has been used for live VR broadcasts of the Champions League, Coachella, and the Macy's Thanksgiving Day Parade, among many others. Applications for our technology extend well beyond broadcast to B2B and B2B2C markets including Real Estate, Construction, Utilities, and more.

Imeve's opportunities have outstripped our capacity to develop them. We are seeking a smart, flexible business development professional to turn these opportunities into contracts and relationships.

This position reports directly to the CEO and is our first BD/Sales hire in North America.

Responsibilities

- Expanding business with existing telecom customers, including short-term projects and long-term partnership/channel deals
- Seeking out new telecom relationships
- Working with CEO and Head of Product Marketing to investigate and validate new target verticals for a new product
- Post-sale account management and development

Qualifications

We are open to various seniority levels; compensation will be a mix of salary, commission, and equity, commensurate with experience.

- Must have prior experience with B2B sales / BD
- Telecom experience strongly preferred
- Experience with any of real estate, AEC, utility, heavy industry verticals a big plus
- MUST be comfortable with a startup environment where the only constant is change
- Must be willing to travel 2-3x/month
- Local to SF Bay Area preferred but not required
- Should have some familiarity with VR/AR and its enterprise applications in particular

Imeve is committed to a diverse workplace and strongly encourages all candidates to apply.

Hiring organization

Imeve

Employment Type

Full-time

Job Location

San Francisco Bay Area

Date posted

April 11, 2019