US Regional Sales Manager DAVANTIS Technologies INC.

Company

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DAVANTIS is a leading technology company that develops artificial intelligence-based and computer vision video analytics solutions.

We develop highly sophisticated proprietary algorithms to protect and ensure security for businesses, properties and critical infrastructures.

Present in more than 40 countries and with 40,000 video channels sold around the world, DAVANTIS has been at the forefront of video analytics since 2005.

Responsibilities and Key Duties

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We are looking for a Regional Sales Manager to join our dynamic team at DAVANTIS Technologies INC, in Virginia (on-site). As a Regional Sales Manager, the candidate will be responsible for managing operations, developing business and increasing sales for the company. The candidate must stand out in a client facing role and must have extensive knowledge of the Security and CCTV markets.

Main tasks

- Identify and acquire new clients.
- Manage and nurture existing client relationships, ensuring long-term satisfaction and retention.

- Accelerate commercial growth and expand the client portfolio.

- Assist in designing and implementing the commercial strategy, managing client accounts, and enhancing new business opportunities.

- Meet sales objectives and contribute to the company's growth.

- Collaborate with the presales team to assist in product demonstrations and provide technical insights.

- Follow up on new projects and pursue business opportunities in both new and existing markets.

Requirements
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- Eduactional Backround: Technical Degree or equivalent.

- Professional Experience: 5 to 10 years of proven sales experience in the security market or a related field, with knowledge of CCTV and video surveillance systems.

- Solid understanding of the security industry and market trends.

- Ability to work independently, meet deadlines, and exceed sales targets.

- Excellent communication, negotiation, and presentation skills.

- Willingness to travel regularly the US.

- Spanish proficiency is a plus.

- Driver's license.

- Willingness to spend most of the time out of the office in contact with customer.

What we offer

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- At DAVANTIS Technologies, you'll be part of a global leader in video analytics with cutting-edge technologies and a culture of innovation.

- We offer a dynamic work environment, opportunities for professional growth, and a competitive compensation package.

- Continuous Learning: Access to ongoing training and exposure to the latest in video analytics and artificial intelligence.

- Career Growth: Permanent, full-time role with high growth potential in a startup environment that offers stability and opportunity.

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