



Job Title: Senior Business Development Manager
Department: Office of the CTO
Reports To: CTO (San Jose, CA)
Location: USA

SUMMARY

Opengear (a 2017 Deloitte tech Fast 500 company) is a well-established global and profitable company developing innovative software and appliance solutions for provisioning, orchestration and remote management of network devices. Opengear business continuity solutions are trusted by major enterprises for delivering secure, resilient access and automation for their critical IT infrastructure.

As we expand the scope of our solution to support Network Operations automation, we are seeking a Senior Business Development Manager to spearhead growth initiatives. This is the first dedicated Business Development position at Opengear. The ideal candidate will be able to identify end-user and partnership opportunities in infrastructure management that match Opengear strengths, work internally with executive, product and marketing teams to refine the company's strategic direction, and translate this direction into growth actions that create long-term value.

Many of the largest end-user and potential partners are concentrated on the San Francisco Bay Area, which would be the ideal location for this position, but we will consider excellent candidates from any US location.

DUTIES AND RESPONSABILITIES

- Understanding the Network Infrastructure industry, connecting with customers, vendors, market analysts to anticipate market and technology trends
- Working with key customers and prospects to understand their current and future needs and identify new opportunities, work with sales to close deals
- Driving the development and management of strategic industry partnerships to accelerate the company's market growth and leadership
- Monitoring competitor strategies to identify and profile key gaps
- Acting as an internal and external evangelist for the company's unique abilities to deliver value to the market
- Some domestic/international travel required (up to 20%)

REQUIREMENTS/QUALIFICATIONS

- 5+ years of business development experience
- Technical background and MBA, or equivalent experience
- Solid knowledge/experience in data center/networking or adjacent space
- Strong analytical skills, including the ability to create models that can drive business decisions
- Experience working in distributed teams, ability to work independently
- Excellent written and oral communication skills

The successful candidate will be offered a competitive compensation and a generous benefit package.