

Head of International Business Development

Company

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.

Be part of our team

If you have proven experience in International Business Development and are familiar with the security market and CCTV systems, you could be just the person we are looking for.

Based in Barcelona, your main job will be to design and implement the sales strategy in each international area assigned, managing customer accounts and gaining new ones, increasing sales, representing the company before partners and allies and developing and deploying internal systems for logistical.

What are we looking for?

Main tasks

- Manage existing customer and attract new ones
- Sales monitoring of all new products
- Identify new business opportunities
- Achieve operational and strategic objectives

A proactive attitude, always seeking new projects and capable of working independently. Ability to adapt to changes in the market and reacting efficiently. Excellent negotiation and relationship skills to maximise business opportunities.

Our wish list

- University degree or equivalent (engineering)
- At least five years' experience in Security and CCTV in Europe and other world regions
- Excellent communication and people skills
- Project management experience
- An excellent command of English is crucial, and other languages are an advantage.
- Availability to travel 30% of the time
- Resident in Barcelona

What we offer

- Personal and professional development in a leading video analytics company
- Comfortable, pleasant work environment
- International training and prospects
- Full time with maximum flexibility and European mentality

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