

Title: Director of Business Development

Description: This position is responsible for generating bookings and revenue for Perception Software products in North America, both directly and through our OEM and reseller partners. This key position reports directly to the CEO, and is part of Perception's leadership team.

Major responsibilities are:

- Develop and maintain an active funnel of opportunities
- Create customer facing sales material
- Develop working relationships with our OEMs and Reseller partners to coordinate the sales of Perception products
- Work with our marketing/lead generation team to build and execute effective campaigns
- Contribute to Perception's leadership team discussions
- Coordinate industry trade show/speaking engagements/sponsorship opportunities

Requirements

- 3-5 years account management/business development experience
- Strong communication and organizational skills
- Self starter, high IQ an EQ
- Track record of sales success

Status Full-time, flexible hours

Travel 30%-50%

Education Bachelor's Degree desired

Location Austin TX preferred (open to discussion on other locations)

Perception is an Enterprise Software company with its headquarters based in Austin TX. Perception's mission is to improve the livelihood of product decision makers by providing them a unified view of all product related data.

Qualified candidates only.

Perception Software is an equal opportunity employer.

Please Send your resume/profile to: [Careers@perceptionsoftware.com](mailto:Careers@perceptionsoftware.com)

No Phone Calls Please

For more information on Perception Software please visit our web site at [www.perceptionsoftware.com](http://www.perceptionsoftware.com)