

Business Development Manager

Keywords: Sales, Business Development, Customer Relationships, Prospecting, Strategic Development, Business Growth

Overview

Quidient seeks a talented Business Development Manager with proven sales, customer support, and project management (PM) skills to forge commercially successful relationships with Fortune 500 computer software and information companies. This is key position at Quidient. The ideal candidate will have a strong background in 3D imaging.

Requirements

- Bachelor's degree in a technical discipline or an equivalent field of study.
- 5+ years of experience working in a professional environment.
- Experience building relationships with decision makers in digital technology companies.
- Track record of developing strategies and overseeing their successful implementation.
- Willingness to travel to client locations, domestic and international.
- Excellent in-person and virtual selling skills.
- Experience with Microsoft Office® (e.g., Word, PowerPoint).

Preferences

- Excellent proposal, verbal communication, and technical writing skills.
- Excellent demonstration skills.
- Familiarity or exposure to the tech industry.
- Proven ability to work independently and within a team environment.
- Experience working at a 3D imaging company or similarly related technology.
- Be willing to wear multiple hats in a start-up environment with massive potential for growth.
- Live near, or be willing to relocate to, our tech center in Columbia, MD.

About Quidient

Quidient (www.quidient.com) is a 3D imaging technology company with a tech center located in Columbia, MD. We are scientists, engineers, and entrepreneurs who have built some of the most advanced 3D imaging systems in the world. Our mission is to become the world's preferred supplier of scene reconstruction and processing engines for digital devices like smartphones and AR glasses. Our Quidient Reality™ Engines record 3D geometry and 2D light flowing in generalized scenes and will enable thousands of applications that will transform the way we live and work. We are partnering with some of the top organizations on the planet. Our culture is open, honest, supportive, decentralized, multicultural, and high-performance.



If you are interested in a career with Quidient and feel qualified for the position described, please send your resume in confidence to brandon.turley@quidient.com or scott.ackerson@quidient.com (CEO) Quidient is an equal opportunity employer. Direct applications only.