



Open Position: Project Business Development Manager

Location: Warsaw

Job Description:

- Build and develop the detailed business plan, identify key partners, accounts(system integrators, big installers, design consulting firms) and end users who will ensure success in Poland
- Represent Dahua in key initiatives and develop relationship with influencers and decision makers in Poland
- Owner of customer/market research and standardization initiatives
- Educate the sales team, their accounts and end users in Dahua solutions
- Identify initiatives to reach end users through the correct partners and work with sales team to develop tools and collateral to support them
- Prioritize target accounts and opportunities and work with sales team to ensure Dahua is seen as preferred vendor for those partners
- Plan key industry association and lobbying activities
- Anchor and update the business plan with country sales manager by quarter per year
- Coordinate with country sales manager to develop and track objectives and KPIs to measure the Polish team performance
- Organize and build local office in Poland

Desired Skills and Experience

- 10 years of experience from sales/business development in security industry
- At least Bachelor degree
- End user knowledge and network is preferred
- High level of integrity
- Rich experience in communicating with all people (executives, government representatives, installer, system integrators etc.)
- Strategic ability
- Excellent Written and verbal English and Polish
- Flexible to undertake business travel over around Poland
- Self-starter with ability to work remotely with little supervision

Contact:

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