

ALARIS USA LLC

All members of the company are to abide by the company's policies and procedures.

ANNEXURE A:

JOB PROFILE

POSITION	
Position title:	Senior Business Development Manager
Current Incumbent:	
Department:	Sales & Marketing
Reporting to:	VP Alaris USA
Payment Structure:	Pay is based on a fixed portion as well as a commission portion as agreed to from time to time with the incumbent.
REQUIREMENTS	
Minimum education (essential):	College degree desired
	Technical Qualification, Sales/Key Account Management Training
Minimum applicable work experience (years):	10+ years in a Technical, RF/Microwave related Product Key Account Management Role
Required nature of applicable experience:	Company engaged in the Defense, Telecommunications, Security industries, Customer Centric, extensive contact base in the Defense Industry
Computer literacy (essential):	MS Package MS project or similar
Computer literacy (suggested):	Microsoft Dynamics NAV (ERP), Salesforce
Language proficiency:	English
Other requirements:	<ul style="list-style-type: none"> ➤ Be hardworking, driven, self-motivated, ambitious person who will be able to work independently, accurately and with a high degree of responsibility. ➤ Cross Functional Project Team experience. ➤ Excellent oral and written communication skills. ➤ People & Customer centric. ➤ Flexible. ➤ Organizational skills. ➤ Attention to detail. ➤ Self-driven. ➤ Good communicator. ➤ Good interpersonal skills. ➤ Logical thinker. ➤ High levels of initiative. ➤ Work well under pressure and adhere to deadlines. ➤ Problem solving skills. ➤ Organizational, analytical and decision-making skills. ➤ Professional approach. ➤ Excellent Administration.

To apply, please send your resume to: choward@mwavellc.com