



BUSINESS DEVELOPMENT

Developing and driving new opportunities for digital video surveillance systems.

Strategically positioning Impath with vendor/channel partners and proven systems integrators to drive the business in North American and International markets.

Sales Managers

Reporting to the VP of Business Development, you will be responsible for identifying new opportunities and generating sales.

Responsibilities:

- Develop new vendor/ channel partners and work with proven systems integrators to drive the business.

Required Knowledge and Experience:

- Broad knowledge of Video-over IP, IP Cameras, Video Servers, Storage and Analytics enabled by MPEG 2, MPEG 4 and H.264 compression standards would be considered an asset.
- Broad knowledge of Security Markets is needed
- Assessing opportunities and performing necessary due-diligence around technical, operational and financial impacts
- Highly self-directed with ability to take initiative
- Excellent negotiation, communication skills

Please send resumes to HR@impathnetworks.com

We thank all applicants for their interest, however, only those selected for an interview will be contacted.