

<b>Position Title</b>	<b>Senior Vice President, Sales and Business Development</b>
<b>Department(s)</b>	<b>Sales</b>
<b>Reports to</b>	<b>President &amp; CEO</b>
<b>Salary Range</b>	<b>Commensurate with Experience</b>
<b>Location</b>	<b>Northern Virginia</b>

### **Job Summary**

Reporting to the President and CEO of Kapsch TrafficCom IVHS, the Senior Vice President of Sales and Business Development is responsible for creating a world-class sales and business development organization that is focused on the development and execution of a sales strategy that will drive continued growth through existing and new customers creating both sustainable and repeatable future revenue streams across all products and lines of business. The SVP of Sales and Business Development will be a member of the executive leadership team and will play a key role representing the company within the industry.

### **Summary of Essential Job Functions**

As the SVP specific accountabilities will include:

- Working with the President and CEO to develop and refine an overall sales strategy consistent with the strategic objectives of the Company
- Working with the executive team to develop the annual business plan and ongoing business strategy
- Managing the sales process, sales funnel and sales reporting including KPIs and other productivity metrics
- Developing bid packages and pricing for new business opportunities
- Overseeing and participating in the development of new project proposals
- Developing and managing sales budgets and forecasts and for achieving the company's sales and revenue objectives across all products and lines of business. Includes providing regular feedback as to the ongoing achievement of the stated objectives
- Assessing the Company's existing market opportunities and competitive position, prioritizing and ranking these opportunities and directly pursuing those deemed to be most worthwhile
- Working closely with other functional areas to ensure that all functional efforts are effective and aligned with the overall business strategy and organization's needs
- Providing feedback to engineering on market requirements and trends to ensure that the technology roadmap aligns with market requirements.
- Participating in and representing the company with key industry associations and at industry events to best position the company

## **Minimum Requirements**

The successful candidate will be an entrepreneurial, self motivated individual with a bias towards action and with the capacity to assume more significant executive responsibilities over time and will possess;

- A University Degree (MBA Preferred) and 15 to 20 years of progressive and related sales management and business development experience
- Experience in and extensive knowledge of the Intelligent Transportation Systems (ITS) and Electronic Toll Collection (ETC) industry
- Experience in an electronic technology business that has both hardware and service sales
- Strong strategic thinking skills and a track record of delivering results
- Excellent written and oral communication skills, including strong public speaking and presentation skills
- Ability to work effectively in a global matrix organization

## **Company Information**

Kapsch TrafficCom is an international supplier of superior intelligent transportation systems (ITS). Its principal business is the development and supply of electronic toll collection (ETC) systems, in particular for the multi-lane free-flow (MLFF) of the traffic, and the technical and commercial operation of such systems. Kapsch TrafficCom also supplies traffic management systems, with a focus on road safety and traffic control, and electronic access systems and parking management. With approximately 260 references in 40 countries on 5 continents, and with about 40 million on-board units (OBUs) delivered worldwide and almost 17,000 lanes equipped – including more 21.8 million transponders on-the-road and more than 3,700 lanes equipped for the E-ZPass® group in the Northeast of the United States thru the acquisition of MARK IV IVHS in 2010 - Kapsch TrafficCom has positioned itself among the leading suppliers of ETC systems worldwide. Kapsch TrafficCom is headquartered in Vienna, Austria, and has subsidiaries and representative offices in 25 countries. In North America the company operates offices in Ontario, California, Maryland, Pennsylvania and Virginia, and Mexico.

## **Compensation**

Kapsch TrafficCom IVHS offers a highly competitive compensation and benefits package, as well as an opportunity to grow your career in an entrepreneurial, international environment.

Our benefits include medical, dental and vision insurance (for employees and their eligible dependents), life/AD&D/long-term & short-term disability insurance, employer-matched 401(k) retirement plan, paid time off, paid holidays and a bonus plan.

## **To Apply For This Position**

Interested candidates should submit a resume with cover letter to the Attention of Adele Burns, Director of Human Resources at [ktc.ca.jobs@kapsch.net](mailto:ktc.ca.jobs@kapsch.net)