

THE ROLE: BUSINESS DEVELOPMENT

LOCATION: BOSTON, SAN FRANCISCO

WHAT YOU'LL DO

- Evaluate business opportunities for our Aura motion technology in the B2B, Enterprise and Service Provider markets
- Aggressively grow sales of Aura products in the B2B, Enterprise, and Service Provider IoT markets
- Develop and implement a market strategy to drive aggressive sales growth including pricing strategies
- Manage and build relationships with customers and partners
- Create and implement sales and marketing programs to drive revenue growth
- Effectively communicate the benefits of Aura Motion technology through strong presentation skills
- Ability to travel up to 75%

WHAT YOU'LL NEED

- Bachelor's degree or higher in engineering, computer science or the equivalent
- 8+ years of professional experience with 5+ years of sales or business development experience
- Proven track record of sales growth
- Solid negotiation skills and business and financial acumen
- Track record of building rapport with customers and closing large revenue accounts
- Motivated self-starter, proactive and action-oriented
- Understanding of wireless and consumer electronics technologies
- Excellent written and verbal communication skills

BONUS POINTS FOR

- Smart Home and IoT business development experience
- MBA or Master's degree
- Proven track record of taking ownership and delivering results in a fast-paced, dynamic environment
- Strong analytical and quantitative skills with the ability to use data and metrics to back up assumptions, recommendations, and drive actions
- Demonstrated ability to understand and discuss technical concepts, manage tradeoffs and evaluate opportunistic new ideas with internal and external partners
- Strong verbal and written communication skills – engaging with senior leadership

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WHY COGNITIVE SYSTEMS?

We are always on the look-out for bright, highly motivated and energetic A-players to join our team. We encourage an open and agile environment where creative thinking leads to groundbreaking achievements and innovations. We promote a healthy work-life balance in a flexible work setting. We offer competitive salaries, an excellent extended health care benefits plan, 4 weeks of paid vacation annually, and we even provide a free catered lunch daily! Most importantly, we are committed to creating the best, most innovative and impactful technology that people will love.

ABOUT US

Founded in 2014, Cognitive Systems Corp., set out on a mission to transform the way the world interacts with and uses wireless signals. Determined to use radio frequency (RF) technology to build a new way to interpret wireless signals, the co-founders drew upon their expertise in silicon design, RF, and cryptography. As a result, Aura WiFi Motion was born.

Through partnerships with chipset manufacturers, such as Qualcomm, Marvell and Cypress, Cognitive Systems is licensing its Aura WiFi Motion Stack for use in mesh routers, voice assistants and IoT devices, enabling these devices to see and interpret motion, provide contextual awareness and user behaviour insights into the home.

TO APPLY:

Please e-mail your resume to careers@cognitivesystems.com