

Circle Optics, Inc.

Summary

Circle Optics is seeking an experienced Director of Business Development to lead out all business development activities including sales & marketing, partnership discussions, and development of go-to-market strategies. As Director of Business Development, you will be intimately involved in the full sales cycle including identifying and engaging key accounts, setting up sales presentations, and overseeing contract negotiations. You will engage third-party resources that provide unique contacts and context for strategic partnerships. You will also be the external face of the company by attending conferences/tradeshows to secure key meetings.

Location

Syracuse, NY, with remote work opportunities from New York State available

Responsibilities

- Analyze market strategies, requirements, potential, and financials; evaluate options; resolve internal priorities; recommend course of action
- Develop strategies and implementation plans of new opportunities in alignment with company strategies and existing operations. Examine risk and potentials while developing mitigation plans
- Identify new markets and current market opportunities
- Direct strategic marketing activities
- Close new business deals by coordinating requirements; develop and negotiate contracts; integrate contract requirements with business operations
- Oversee Business Development Associate

Qualifications

- 15+ years of applicable experience
- Experience with defense and/or aerospace industries highly desired
- Knowledge of and familiarity with the SBIR process
- Previous startup experience is a plus

Benefits

- Competitive health, dental, and vision plans
- Flexible work schedule & work from home ability
- Unlimited paid time-off
- 401k & profit-sharing plan

To Apply

- Email a recent resume and cover letter to admin@circleoptics.com

About the Company

Circle Optics develops high-resolution, wide field-of-view, imaging systems for defense and aerospace applications. Our patented technology eliminates the need for time-consuming, error-prone, and expensive "stitching" process that is required to achieve high-fidelity, wide field-of-view capture from other multicamera systems. This breakthrough will result in cost reduction for the many high-resolution video applications needed in the aerospace and defense industries. Circle Optics is headquartered in Rochester, NY, and maintains a satellite office in Syracuse, NY.