

# Job Description

Position title:	Position reports to:	Position starting date:	Position status:
Business Development Manager	CEO	ASAP	New position

## 1 - Job Introduction

The Business Development Manager will sell Web TV solutions to targeted corporate account through a blended sales model (Direct and Indirect). He has a proven track record in attaining and exceeding sales quota. Our solutions are mainly oriented to large Corporations Online Marketing Departments and Online Marketing Agencies and the BDM should be viewed as an "expert" providing new media approaches and ideas to customers.

He is responsible for building resellers and partners close relationships and marketing programs that will significantly raise our profile and product awareness through the channel as well as have impact on revenue growth.

The BDM is self-motivated, able to use own initiative, and be achievement orientated. He has the ability to perform under pressure, and have strong time management skills.

## 2 - Company Introduction

Flumotion, part of the Fluendo multimedia services group, is a Spanish company with its headquarters in Barcelona (see <http://www.flumotion.com/>).

Flumotion offers an innovative streaming server and platform uniquely suited for companies who want to stream their audio and video content via Internet. Flumotion has developed a multi-format distributed streaming platform, with support for the increasingly popular royalty-free Ogg/Vorbis/Theora codecs, as well as Windows Media, MP3 and Flash formats.

This unique streaming platform has been the result of more than two and a half years of investment in R & D. In less than 18 months, Flumotion has won top media and entertainment companies like Antena3, RTVE, LaNetro-Zed, CBNews, RTVA, Grupo Cope, RTPA. Flumotion has also developed strong relationships with strategic resellers like Telefonica, British Telecom and NTT Europe On-line.

## 3 - Main Responsibilities:

- Drives sales of Web TV solutions to Top 100 companies in Spain.
- Ability to identify and recruit new customers or sales opportunities and work closely with the channel, motivating and pushing the business opportunity.
- Introduces marketing programs and new technical information such as presentations, technical briefings, and casual information sessions and creates new ways of communicating with Partners
- Generates accurate forecast and sales activity reports.

#### 4 - Job Advantages:

- Opportunity to be part of a quickly growing technology company
- Work as part of a team of highly skilled in new technologies and experienced Internet specialists
- Work closely with leading companies
- Compensation based on performance
- Directly affect the health and performance of the whole company

#### 5 - Position Requirements (skills, characteristics):

- 3-5 years sales, customer management, or similar role in Online Marketing.
- Strong understanding of trends for all online marketing, mediums, including: email, social networking, blogs, search engine (SEM and SEO), and affiliate marketing.
- Consistent track record for developing new customer opportunities.
- Strongly sales and result Oriented. Meet and exceed annual quota through selling Flumotion's solutions.
- Understand Flumotion's sales methodology, customer life cycle process, and Flumotion's value proposition.
- Able to influence and negotiate effectively at all levels within the organization and with channel partners



## 6 - Position Special Skills (for identifying TOP candidates):

- Knowledge of Internet market and technologies.
- Experience in Web 2.0, Rich Internet Application (RIA)
- New models of Advertising & Marketing Online: e-Publishing, e-Catalog, e-Commerce,...
- Excellent verbal and writing skills in English and Spanish. Third language will be a plus.
- Ability to multi-task and to communicate results to management.
- Must be able to work well under pressure while maintaining a professional demeanor.
- Experience using Microsoft Excel, Word, Outlook, Powerpoint and other general computer applications

## 7 - Compensation Plan:

- Fix salary and bonus plan based on performance
- Private health care
- Stock options
- Position Based in Barcelona

