



LineVision Inc.
444 Somerville Ave
Somerville, MA 02143 USA

Position: Global Channel Sales Director

LineVision Inc. is a growing and innovative leader in electric power transmission monitoring and utility asset health management. We build, install and maintain low-energy telemetry devices that collect physical sensor data. We help transmission line owners and operators measure the performance of their assets, detect anomalies, and optimize operations and maintenance processes based on real-time, historical, and forecasted asset performance metrics. Founded as a spin-out of a product line within Genscape Inc., we are an inclusive and motivated team with high growth potential.

Overview: Global Channel Sales Director

Reports to: Vice President of Sales

Location: Remote, United States of America

Employment Type: Full Time

Territory: South America, Latin America, Middle East, Asia, India, Oceania, Africa

The role is responsible for selling LineVision's V3 transmission line monitoring systems and software solutions through the development of new channel partners and/or expanding existing partners/distributors and maintaining relationships in the assigned territory. He/she shall drive financial results, ensure compliance and be accountable for keeping risk profile within the region norms and standards.

Key Responsibilities

- Develop and execute the regional utility sales strategy to drive growth and market penetration through the use of local channel partners
- Prospecting new channel partners, drafting and negotiating channel partner agreement
- Managing existing channel partner relationships and supporting existing installed
- Qualifying new leads, generating proposals per technical specifications, planning partner meetings, and demonstrating equipment capabilities on assigned products in assigned territory as necessary
- Addressing Partner and end customer inquiries and technical questions
- Through the channel partners, close new business, achieving sales and revenue targets on a timely and quarterly basis
- Deliver sales presentations and update materials as needed
- Manage all sales opportunities including deal timing and financial estimates through a CRM system

Other Responsibilities

- Represent LineVision at various industry events including conferences and technical exhibitions
- Stay current on industry standards, regulatory requirements, relevant technologies, competitors and industry dynamics
- Document work related travel and living expenses via company reporting systems
- Collaborate with R&D and Product Development departments to provide feedback for continuous improvement



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Desired Skills

- Deep industry knowledge of the electric power transmission business
- Experience and successful track record of developing and executing sales growth strategies
- Experience with cloud-based CRM software platforms
- Effective and clear communication and presentation skills
- Knowledge of commercial risk triggers including terms and conditions

Qualifications

- B.S. in engineering or a related technical field, or equivalent work experience, M.S. preferred
- Minimum 3 years of utility Channel Management experience, direct sales to utilities desired
- Ability and willingness to travel as required including international locations.
- Proficiency utilizing Microsoft Word, Excel, PowerPoint and G-Suite Productivity Tools
- Fluent in English, Spanish desired

About LineVision Inc.

LineVision, Inc. is a utility technology company that works with electric utilities and transmission line operators to deliver greater visibility into critical infrastructure assets and increased line capacity for renewables adoption. LineVision's devices capture valuable data from transmission poles for increased safety and to inform investment planning and decision making for utilities and regulators. LineVision deploys a state-of-the-art, non-contact solution based on advanced sensor technology for a critically precise and easy product.

LineVision Inc is an EEO/Affirmative Action Employer and does not discriminate on the basis of race, color, religion, sex, sexual orientation, gender identity, national origin, protected veteran status, disability or any other legally protected status.

For more information, visit www.LineVision.co