



14144 Ventura Blvd. Suite 300  
Sherman Oaks, CA 91423

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## Position Title

Director of Business Development (Carrier Distribution)

## Summary

The Director of Business Development is an individual contributor role that is directly responsible for generating sales revenues through aggressive multi-point, multi-discipline account management and dynamic two-way feedback for select distribution accounts including wireless carriers and other distribution channels for mobile content (i.e. off-deck) as assigned.

The position reports to the Senior Vice President of Business Development and Distribution.

## Responsibilities (include but not limited to)

- Personal responsibility for sales revenues generated by a specific, designated list of accounts.
- Personal responsibility to successfully manage deck location and preferred placement for GoTV products in order to maximize revenue.
- Maintain a calendar of account activity including handset road-maps, account marketing programs and any other information required to ensure effective coordination within the GoTV organization.
- Establish and maintain dynamic, consistent two-way feedback between account product management, account handset group, account marketing organization and GoTV's studio, technology and product development teams.
- Establish two domains of account intelligence and influence within each account managed: the HQ / product marketing group and the field distribution organization.
- Take an active role, demonstrating maturity and leadership in GoTV's business development organization.



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## General Qualifications

- 6 to 8 years of overall sales / business development account management experience.
- Experience in the wireless industry at the carrier, content, subscriber equipment or distribution level.
- Proven track record in sales or business development within an account-management organizational architecture.
- Experience and ability with MS Excel in the development and maintenance of product forecasts and sales reports.
- Experience and ability with MS PowerPoint in the development and maintenance of professional-grade presentations.
- Ability to learn and reputation for personal integrity.
- BS / BA Business Administration preferred.
- MBA desired but not required.
- Location: Seattle, WA (Field Office)