



POSITION ANNOUNCEMENT

Director or VP of Business Development, Marketing, and Sales

Overview of Bridger Photonics, Inc.

Bridger Photonics, Inc. (Bridger) is a recognized technology leader in laser sensors for LiDAR and Industrial Metrology. We were founded in 2006 based on a core laser technology for measuring distance. For shorter ranges, we have developed precision length metrology products to serve the Industrial Metrology market space. For longer ranges, our sensors provide 3D LiDAR scans of oil and gas infrastructure overlaid with sensitive gas concentration maps to pinpoint and quantify leaks throughout the entire natural gas value chain.

Located in the heart of southwestern Montana's Rocky Mountains, Bozeman, Montana offers unrivaled outdoor opportunities for skiing, hiking, climbing, biking, rafting, and camping. Yellowstone National Park is just a 1 ½ hour drive from our doorstep. Our community also offers an exceptional educational system and many cultural and sporting events.

Overview of Position

Bridger has established strong competitive advantages in our fields and have created a significant growth opportunity. To drive our growth, we seek an outstanding and motivated VP of Business Development, Marketing, and Sales. The successful candidate will work closely with our company CEO, COO, and CTO to develop and carry out strategies for significantly accelerating our company's growth. This management position will build and lead an industry leading marketing and sales team. The successful candidate will leverage their proven experience to expand and grow our company.

Responsibilities may include but are not limited to:

- Leading company business development, and product planning and deployment strategies
- Initiating and implementing market entry strategies for future product lines
- Performing market segmentation, target market sizing, and related responsibilities
- Performing product hypothesis validations
- Overseeing logistics and coordination of pilot testing, early adopters, and product deployment
- Determining pricing strategies across multiple product lines
- Building and leading a marketing and sales team
- Establishing, operating, and maintaining marketing and sales software
- Implementing business process improvements
- Researching, understanding, and navigating regulatory environment related to product deployment
- Managing key client relationships
- Developing sales channels
- Attending and representing the company at conferences and exhibits
- Creating customer facing materials for conferences, presentations, web site, sales pitches, etc.
- Assisting in establishing financing strategies and cultivating relationships with potential investors or strategic partners
- Working closely with legal and finance teams
- Performing other operational, strategy, and financing tasks as needed

Required qualifications:

- Undergraduate degree from accredited institution
- 2+ years business development, marketing, and/or sales management experience
- Demonstrated experience and motivation for growing company revenue
- Track record demonstrating the development of sales channels and strategic alliances
- Experience utilizing CRM systems, developing metrics and dashboards, and managing sales teams through the use of CRM tools and methods
- Ability to negotiate complex contractual agreements and pricing models
- Financial acumen, and ability to understand complex financial models

- Ability to design, manage and lead business development programs and projects to achieve deadlines
- Willingness to work extremely hard and efficiently in fast-paced environment.
- Willingness to travel significantly to carry out the position duties
- Experience with marketing communications and market segmentation
- Outstanding interpersonal skills
- Excellent written and verbal communication skills
- Ability to work cohesively with a team of scientists, engineers, executives, and support staff

Preferred qualifications:

- Masters in Business Administration (MBA)
- Experience and network connections in the oil and gas and/or metrology industries
- Experience with contract negotiation
- Experience with external financing and or strategic alliances
- Demonstrated experience and track record growing company revenue by at least 5 fold

Additional Information:

- This is a full-time, salaried position.
- Compensation to include health, dental, and retirement benefits
- Bridger is an Equal Opportunity Employer and will not discriminate against any employee or applicant for employment because of race, color, religion, disability, sex, familial status, or national origin.
- U.S. citizenship required

For full consideration, please submit the following by **October 29, 2018**: (a) cover letter identifying the position you are applying for and your interest in the job, (b) resume, and (c) two relevant professional references. Please submit application materials via **email** with the job title in the subject line to: hr@bridgerphotonics.com