



## Director of Business Development

ZeroLight is looking to recruit an entrepreneurial Director of Business Development with a proven history of delivering significant commercial deals in the world of technology software.

The Director of Business Development will take specific responsibility for delivering sales revenue from the automotive sector, supporting the international commercial team in the delivery of ZeroLight's strategic objectives. The key function of this role is to drive business growth and market share. A compelling evangelist, the Director of Business Development will champion ZeroLight's world leading platform to prospective clients and will focus on developing key markets across the world.

This is an exciting opportunity to become an integral part of the award-winning ZeroLight team, working at the forefront of 3D technology with our world class technology partners such as [Amazon](#), [NVIDIA](#) and [Microsoft](#) and delivering projects for some of the biggest automotive brands in the business such as [Audi](#), [Porsche](#) and [BMW](#).

### The Role

- Drive the growth of ZeroLight through sales, productisation and client-led activities, ultimately closing deals with new and existing leads.
- Demonstrate solid technical knowledge with commercial expertise to predict, and the react to, future trends within the automotive and tech industry.
- Support the implementation of the commercial vision for ZeroLight, ensuring that all client and business development opportunities are developed.
- Inform and drive relationships with clients and go-to-market networks, such as creative agencies.
- Ensure continued innovation by feeding back client intelligence to the executive team, partnering cross functionally with key stakeholder to guarantee ZeroLight tech continually evolves in response to market demands and maintains a competitive advantage.
- Support the development of new business models within the automotive industry designed around ZeroLight's innovative platform.
- Implement tracking, monitoring and analyses of sales activity and performance to ensure profitability and ROI, integrating robust commercial processes across all relevant departments including marketing, development and project management.

### The Person

- Demonstrable track record of developing, negotiating and delivering multi-million pound software licensing deals.
- Personable and motivated, building strong professional relationships with existing clients to deliver revenue expansion.
- Entrepreneurial, with the ability to work effectively on their own initiative in a rapidly changing and highly competitive marketplace.
- Knowledgeable, with an understanding of the digital technology sector, particularly 3D visualisation and/or automotive.
- Persuasive communicator, possessing outstanding presentation and negotiation skills.
- Degree level educated.