



**US Sales and Business Development Manager
Full Time, Remote Office (USA)**

Company Description:

New Vision Display is a U.S.-based global leader in innovative, flexible and highly efficient display and touch technology for small and medium-sized applications for industrial, consumer and medical and automotive markets. NVD has over 2,400 employees worldwide with two factory locations in Shenzhen, and a new location in Hunan, China. Sales and Technical Support teams are worldwide, with offices in the USA, EU, and Asia.

NVD's expertise includes passive and active matrix liquid crystal displays, projected capacitive touch technology, and chemical strengthening of glass for cover lens and aftermarket screen protectors. NVD is a one-stop solutions partner for display and touch modules and periphery, providing full-service product design, new product introduction, precise manufacturing, logistics and local support.

NVD has a strong reputation as one of the leading companies in the display and touch technology industry offering innovative solutions, superior quality products, and excellent service to customers. NVD provides an energetic, respectful and positive working environment with competitive pay, excellent benefits and opportunities for growth.

Position:

Full-Time Sales and Business Development Manager, based remotely within continental USA.

Objective:

Responsible for performing general sales activities and customer acquisition in a specific geographic region and contributing to the formation of corporate and strategic plans in order to create new business.

Principle Accountabilities and Duties:

- Develop new strategic alliances with key customers.
- Analyze and understand customers' business strategy, future product plans and expansion activities, and align NVD resources where mutually beneficial.
- Define business priorities through a broad spectrum of market and technology needs.
- Initiate and manage business development activities that will strengthen, expand and drive market penetration.
- Work closely with the Program Management, Engineers, and CSC to ensure existing and potential customers' needs are being met.
- Support senior management with active regular communication and reports.
- Achieve revenue, funnel targets and actively generate leads.

Desired Skills and Expertise:

- Minimum 9 years display experience
- Minimum 5 years sales experience
- Ability to travel extensively within the USA and occasionally overseas

Interested applicants should send resume and cover letter to DavidKruse@newvisiondisplay.com.