



CAREER VACANCY FOR IMMEDIATE FILL:

POSITION: Director of Business Development, Global Guardian Asset Security

LOCATION: Charlotte, NC

Global Guardian is a leading provider of emergency medical and security solutions for corporations and individuals.

Our 24/7 Operations Centers in Charlotte, NC, and McLean, VA identify, monitor, and respond to threats and emergencies with on-the-ground teams in over 100 countries. Our world-class professionals possess extensive experience in the intelligence community, military special operations, and federal law enforcement.

Global Guardian is an investor backed, high growth company that provides employees with unmatched promotion opportunities within the organization.

Founded over ten years ago by a Delta Force Sergeant Major, and an Army Special Forces Colonel, we are a values-based organization that focuses on a culture of comradery, service, and excellence. We have managed crises in the worst environments in the world, and we know how to act fast to provide unmatched service for our clients.

The **Global Guardian Asset Security** division provides video surveillance/sensor technology and monitoring services.

Our 24/7 Operations Center based in Charlotte, NC guarantees that our clients' assets are monitored and protected against break-ins, theft, and unauthorized activity. Within seconds of identifying intruders or unwanted activity, our professionals remotely issue intruders verbal commands through loudspeakers, initiate audible alarms, and contact designated client representatives or coordinate an immediate law enforcement response.

Are you ready to join a better team?

JOB DESCRIPTION

The **Director of Business Development**

has the primary responsibility to conduct business development functions both directly and through the management of other business development personnel.

Global Guardian Asset Security provides security monitoring technology and services to both commercial and residential customers nationwide.

Duties include:

- ▶ Develop and execute marketing strategy with the Global Guardian marketing team
- ▶ Manage all aspects of the sales cycle
- ▶ Support Program Managers on some aspects of account management as needed

Compensation:

- ▶ Base pay and commission, negotiable
- ▶ Potential for raise after first six months
- ▶ Annual bonus after first year (performance based)
- ▶ Full benefits package



QUALIFICATIONS

Candidate MUST:

- ▶ Be a high performer and contributing member of the team
- ▶ Be willing to learn and grow
- ▶ Be at least 18 years of age
- ▶ Be a U.S. citizen or a foreign citizen authorized to legally work in the U.S.
- ▶ Be drug free (must pass drug tests)
- ▶ Pass an extensive multi-state background check (a clean criminal background is required)
- ▶ Possess a high school diploma or equivalent
- ▶ Possess extensive sales and/or technical experience in the security industry
- ▶ Possess superior communication skills

Additional Desired Qualifications:

- ▶ 10+ years of experience in security systems and services sales
- ▶ 3+ years of experience with direct management responsibilities over other employees
- ▶ Undergraduate degree
- ▶ Military experience strongly desired

Global Guardian is an Equal Opportunity/Affirmative Action Employer and an Alcohol-and-Drug Free Workplace.

TO APPLY

Please send **resume** and **brief introduction** to: Careers@GlobalGuardian.com. Have references available upon request.

Please, no phone calls about this career opportunity.