

ORANGE COUNTY / LA COUNTY DIRECTOR OF SALES AND MARKETING
TIRED OF WORKING SO HARD TO MAKE OTHER PEOPLE RICH?
Ground Floor Opportunity with Game-Changing Technology and Large Market Niche
Updated July 20, 2016

WHAT IS QVISION?

Qvision software is the most cost-effective, reliable way to show near-real time video of changing conditions to large numbers of users at one time. Built using the latest in video and internet technologies, it is light on resources, easy to implement, and low cost. Qvision can quickly and easily bring existing video cameras to life, making it simply the best solution for a multitude of agencies and businesses equaling millions of cameras worldwide.

Qvision isn't another way to do the same thing – it is a revolutionary new method to capture, process, and transmit video at savings of up to 80% over live streaming video. It is patented, a welcome solution to a longstanding problem, and truly a game changer.

THE MARKET

Worldwide, the demand for real-time information is growing exponentially and video cameras are proliferating. This has created a vast array of markets that need to share real-time images online. These entities are either doing nothing, using incomplete still images, or battling with expensive, unreliable live video streaming.

Qvision fills this huge void in the marketplace for video sharing solutions across a wide range of industries. Countless agencies, applications, and existing cameras can instantly begin using Qvision software because no new hardware is required and setup is simple.

We have several successful placements world-wide. The truth is that we cannot manage the amount of prospects in the pipeline and it is time to find another key team member to help us grab these opportunities.

THE OPPORTUNITY

As mentioned this is ground floor – and it is designed to start out as a part time arrangement to allow both of us to assess the other. The right candidate who proves themselves capable by closing business will be offered varying levels of company ownership. To the benefit of the candidate and the company this position will need to start out as a part time situation. This will allow the candidate to transition from their current situation to the new one to be sure it is the time and place to make a major change. Working at a startup is not for everyone no matter how romantic it sounds. It will also allow us as a company to assess the skills, attitude, and performance of the candidate and be sure we have a good fit. We are sitting on a variety of quality leads, some already qualified and verbally in agreement to pilot programs and initial orders. We have vast opportunities in the LA/OC area with warm leads and potential partnerships with the major prime contractors. We just don't have the staff to keep up and we need someone with ITS and transit agency experience.

This opening is expected to be a key part of the rapid placement of our technology and growth of the Company. With private investment, the technology and software have been refined for easy distribution, patents have been granted and others are pending worldwide, markets have been successfully tested on three continents, and orders have been received. It is now time for an experienced and successful industry insider to direct and help grow placements. We are poised to scale quickly. Our primary obstacle to progress is the inability to properly manage all of the interest, pending trials, and closing sales.

This opportunity should appeal to the successful professional who desires to be part of next generation technology in video capture and delivery, as part of a highly skilled team in a ground floor situation with company ownership and is willing to start out part time.

PRIMARY RESPONSIBILITIES

Direct Sales - Focus on the many warm leads, verbal commitments, technology partnerships with larger companies, and lists of potential customers focused primarily in the Los Angeles and Orange County areas. Good sales cycle experience and disciplined documentation are a must.

SALARY AND BENEFITS

Compensation is a combination of monthly base, commissions, bonuses, performance payments, profit sharing, and company shares. After a part-time mutually beneficial trial period, if both sides are satisfied then total compensation will be in the six figures with no cap on performance based enhancements. The greatest benefit of this position for the candidate who meets or exceeds expectations is the reward of ownership opportunity as well as monetary compensation.

CANDIDATES

A suitable candidate would possess the following:

- Direct sales success in ITS
- A good network of established connections within the transportation industry
- Exceptional communications skills with team members and customers
- A proven ability to implement a successful sales and marketing strategy
- Problem solving skills and an indomitable spirit
- Ability to get things done, fulfill commitments on time, and not drop the ball
- Desire to use his/her skills to be a key part of an exciting startup, to be recognized and rewarded for his/her efforts, and have ownership in the company.

Beyond the obvious qualifications, we insist on integrity, honesty, and a positive attitude.

WE WILL TREAT ALL SUBMISSIONS AS CONFIDENTIAL. WE WILL NOT CONTACT ANY OF YOUR EMPLOYERS OR CUSTOMERS, PAST OR PRESENT, WITHOUT YOUR WRITTEN CONSENT. IF THIS IS ESPECIALLY A CONCERN FEEL FREE TO GIVE US YOUR BACKGROUND IN GENERIC TERMS. WE CAN THEN WORK OUT A MEANS OF DISCUSSION THAT WILL MAINTAIN CONFIDENCES.

If you are interested in this position please submit the following:

- ✓ A brief description of your ITS experience and contacts.
- ✓ Describe your last sales position and results.
- ✓ Review the www.QvisionTechnology.com website and comment briefly on why you would be a good fit for the position.

Please submit information or questions to:

Gregory Yova
President, Qvision Technology
Greg@QvisionTechnology.com