

Director, Business Development - Automotive

Job Type: Full-Time

Employer: Phiar Technologies, Inc.

Link: <http://www.phiar.net>

Contact: contact@phiar.net

Who We Are

Phiar is an ultra-lightweight computer vision AI company. Our tech IP entails advanced lightweight **Spatial AI** to enable visual perception at the edge for mobility use cases, using just mobile-grade processors and a single camera. Phiar aims to transform the driving experience and safety through its Spatial AI and enable a vast array of next-gen connected car services.

We are a group of dedicated professionals formed out of Harvard and the Harvard Innovation Labs in 2017, bringing expertise in deep learning, computer vision, Navigation & Maps, and UX design from companies like Apple, Microsoft, HERE, and Niantec. We are a series-A stage start-up backed by multiple tier-1 mega VCs and corporate funds. Now is the perfect time to join our core team and revolutionize how billions of people perceive and navigate the world!

Who You Are

The BD Director for Automotive will join Phiar's business development & partnerships team, which leads all customer, and partner development activities in all market domains. Phiar is deeply involved in the transformation of automotive IVI to an intelligent AR experience, with strategic partnerships with several leading OEMs and Tier-1 suppliers in NA, Europe, and Asia. Phiar is utilizing its Intelligent Navigation technology and upcoming Spatial-AI Engine in these customer engagements.

In this role, you will develop, qualify, acquire and lead selected strategic automotive customer and partner engagements that will impact both short- and long-term monetization and product plans for Phiar in Automotive. You will identify, assess, and structure complex licensing deals that provide strategic advantages for Phiar in the Automotive domain, and you will be an active agent in product ideas for Automotive to win key accounts.

Responsibilities

- Use your external network to develop new strategic relationships with senior business and technical decision-makers at Automotive OEMs and Tier 1 hardware/software suppliers, and develop relationships as a trusted advisor for next-generation IVI projects.

- Articulate the value of Phiar solutions in the context of Automotive use-cases, leveraging your knowledge of the market and OEM preferences.
- Identify and track strategic project opportunities at OEMs and secure Phiar engagements in relevant RFIs/RFQs, managing the entire customer lifecycle from evaluation, PoC formulation, and securing a win at a production project.
- Grow and manage Phiar's Automotive pipeline, own and manage relevant Phiar KPIs for the selected Automotive customers/partners.
- Lead the deal and negotiation process across all stages, working with relevant customer contacts at the product, purchasing, finance, and legal teams. Manage stakeholders to gain consensus and ensure internal alignment.
- Work closely with Phiar technical program management to ensure post-deal coordination and success.

Qualifications

- Bachelor's Degree in Business, IT or related field
- 7+ years experience in the B2B technology industry, with a high preference in an Automotive sales, business, partnership development role
- Familiarity with Automotive sales cycles, technology acquisition, and decision-making processes
- Keen understanding of Automotive technology, market, and consumer trends and nomenclature
- Bias towards action, can-do mentality
- Excellent influencing skills and flexibility in a dynamic startup environment
- High-level technical understating of AI and AR technologies would be a plus

Join Us!

Phiar is a leading AI and AR company with industry-leading AI & AR technologies. We offer competitive salaries, company stock options, company-sponsored medical/dental/vision/chiro/life benefits. We are a group of passionate and fun-loving people. Join us to build something amazing and let's change the world together!