

## Director of Customer Development

### OVERVIEW

#### Company Description:

Tagup is reinventing the way industrial businesses track equipment data. We connect industrial equipment to the Internet, monitoring controls data, maintenance actions, and any variety of non-operational data in real-time. Our team's core machine learning technologies were developed at MIT's Computer Science and Artificial Intelligence Laboratory.

We have a variety of projects with leading industrial companies around the world, and are growing the team to deliver a powerful solution to our customers. Team members will have the opportunity to work closely with the founding team at a rapidly growing startup.

Location:  
Somerville, MA

### POSITION DESCRIPTION

In this position, you will work directly with the CEO to develop new relationships with customers, development partners, and distributors. The ideal candidate will have experience building and maintaining relationships with large enterprise partners. You must be tech savvy—experience with web technologies and remote monitoring solutions is strongly preferred. You must also really hustle: work hard and fast and strategize and execute on a plan.

#### Responsibilities:

- Build and cultivate a network of referrals to create new opportunities for revenue growth
- Identify new development partners with large equipment install bases to develop new platform capabilities
- Work closely with the founding team to prioritize markets and partners
- Present Tagup at industry events to promote and further stimulate interest in our technology

#### Desired skills:

- 4-8 years business development, partnerships, or sales experience
- Experience selling or developing relationships related to software platforms or SaaS solutions
- Perfectionist on communications. Excellent language skills and ability to articulate complex technical solutions

#### Bonus Points:

- Existing network and experience in energy (including utilities) or water industries
- Experience in consulting, private equity, or other highly quantitative and rigorous backgrounds working with senior management at large companies