



## VP of Business Development

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### Description

Quidient, based out of Columbia, MD, is seeking a strong Business Development professional with proven success in software sales. You will play an integral role in bringing Generalized Scene Reconstruction software to the world. This position is full-time, remote, and reports to Quidient's Head of Commercial Business Development.

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### Requirements

- Bachelor's degree in business administration or related business fields
- 4-5 years of success as a main driver in a software sales environment, such as SaaS, IaaS, PaaS, etc.
- Meet Quidient, customer, and government security requirements, which may include, but are not limited to a background check, citizenship verification, and Criminal Justice Information Services verification

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### Preferences

- Experience with computer vision or other 3D reconstruction software
- Proven success at lead generation at the executive level in Fortune 500 scale organizations.
- Proven success in 'pre-selling' rapidly developing, deep-tech software.
- Experience working for early-stage startups (Series A or earlier)
- Experience with API-first, platform companies
- Be in, or willing to relocate to, the US east-coast
- Experience with scene reconstruction in automotive, healthcare, body, apparel, and/or entertainment markets.

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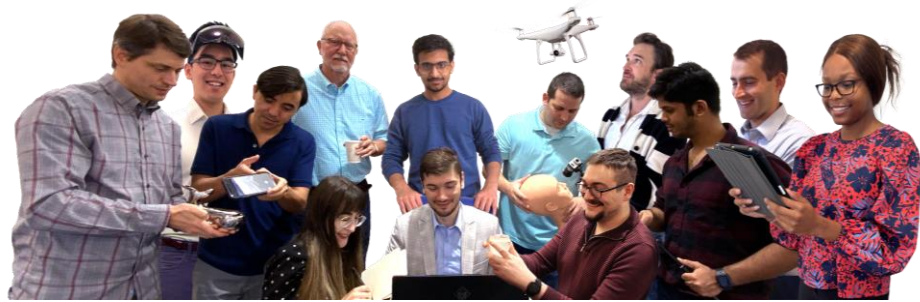
### Compensation

Target compensation for this position (base plus commission) is \$175,000-\$225,000. Quidient benefits currently include Health Insurance, 401K plan, basic life insurance, long-term disability insurance, supplemental insurance, Holidays, and Paid Time Off (PTO). Title, bonuses, equity, allowances, and benefits commensurate with education, experience, and other qualifications.

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## About Quidient

Quidient ([www.quidient.com](http://www.quidient.com)) is a 5D imaging technology company with a tech center located in Columbia, MD. We are scientists, engineers, and entrepreneurs who have built some of the most advanced imaging systems in the world. We are the first mover in a transformational new domain called Generalized Scene Reconstruction (GSR). Our mission is to become the world's preferred supplier of scene reconstruction and processing engines. We are partnering with some of the top organizations on the planet. Our culture is open, honest, supportive, decentralized, multicultural, and high-performance.



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*Quidient is an Equal Opportunity Employer. Quidient will consider all qualified applicants without regard to race, color, religion, creed, sex, sexual orientation, gender identity, marital status, national origin, age, veteran status, disability, or any other classification protected by applicable state, federal, or local laws.*

*If you are interested in a career with Quidient and feel qualified for the position described, please send your resume in confidence to [lee.rannals@quidient.com](mailto:lee.rannals@quidient.com). Direct applications only.*