

Vice President of Sales and Marketing

Be part of the first comprehensive solution to the problem of global counterfeiting and supply chain diversion. Over the last three years this emerging company has developed the first complete solution to the counterfeiting problem that is easy to implement, simple to authenticate, low cost and impossible to compromise. With a combination of patented and proprietary marking products, field validation equipment and supporting software, this global solution is now ready for commercialization.

Already validated in the market place, this technology has been incorporated into normal production and packaging components in order to deliver this solution with minimal or no disruption to the customers manufacturing process. The hand held, battery-operated authenticator is capable of instantly validating products at any point in the distribution channel – real time and on location. The total solution offers bullet proof security, non-disruptive implementation and forensic caliber authentication at trend setting affordability. We believe this comprehensive solution has the ability to become the first dominant player to consolidate an otherwise fragmented market.

We are in need of an aggressive, energetic individual with industry experience who can take advantage of our solutions, position the product appropriately, and create or partner with the infrastructure to support for global distribution. This is an opportunity to be on the ground floor of commercialization of a game changing technology.

Requirements:

The ideal candidate will have:

- Bachelor's degree in Marketing, Business or equivalent required, MBA preferred
- 10+ years experience in strategic marketing
- 10+ years in sales and building a sales organization
- 5+ years experience in a management role
- Minimum 3 years experience in brand protection industry
- Minimum 3 years experience in client facing role
- Strong working knowledge of existing anti-counterfeiting technologies, industry organizations, and customer requirements in the brand protection industry
- Knowledge of current industry trends and how they impact the brand marketing
- Extensive knowledge of one or more market verticals including pricing, positioning, distribution, and key contacts of decision makers
- Strong Client management skills

Send resumes to andy.wolter@aaqmail.com,