



***THE ORGANIZATION:*** ARROW CIRCLE ELECTRIC

***POSITION TITLE:*** DIRECTOR OF TECHNOLOGY INTEGRATION

***WORK ENVIRONMENT:*** 50% IN OFFICE/50% IN FIELD

***LOCATION:*** LEE'S SUMMIT, MO

**The Organization:**

[Arrow Circle Electric](#) is a trusted leader in electrical contracting and smart technology solutions. We provide innovative, reliable electrical and automation systems for residential and commercial clients. As we expand our capabilities in home automation and integrated technology, we are seeking a dynamic **Director of Technology Integration** to lead our technical vision, drive sales growth, and ensure seamless project delivery.

**The Opportunity**

**The Director of Technology Integration** will bridge the gap between technology, operations, and sales, leading initiatives to expand Arrow Circle Electric's footprint in home automation, smart systems, and connected technologies. This role will oversee the design, implementation, and integration of advanced electrical and automation solutions while developing new business opportunities and partnerships in this emerging market.

**Key Responsibilities**

**Strategic Leadership & Growth**

- Develop and execute a strategic plan for expanding the company's smart home and automation offerings.
- Identify and evaluate emerging technologies to integrate into Arrow Circle Electric's portfolio.
- Collaborate with executive leadership to set revenue goals, budgets, and performance metrics related to technology integration.
- Build strategic vendor and partner relationships with automation and control system manufacturers.

**Sales & Business Development**

- Lead sales efforts for technology-driven projects, from proposal to close.
- Create client presentations and proposals that highlight integrated technology solutions.
- Collaborate with marketing and sales teams to position Arrow Circle Electric as a leader in smart home and automation technologies.
- Track sales performance and market trends, providing regular reporting on KPIs such as revenue growth, customer acquisition, and conversion rates.

**Operations & Project Delivery**

- Oversee system design, configuration, and installation for automation and smart technology projects.



- Work with project managers and field teams to ensure projects are delivered on time, on budget, and to quality standards.
- Establish and enforce technical standards, best practices, and documentation protocols.
- Evaluate and implement operational efficiencies using technology to improve workflows and communication.

**Team Leadership & Development**

- Mentor and train staff in new technologies, integration methods, and customer service excellence.
- Foster collaboration between engineering, installation, and sales teams to ensure consistent customer experience.
- Support workforce development through continuing education and certification programs.

**Required Experience & Qualifications:**

- 7+ years of experience in electrical contracting, systems integration, or technology project management.
- Proven experience leading sales or operations teams in home automation, building control systems, or smart technologies.
- Strong knowledge of automation platforms (e.g., HomeWorks, Lutron, Control4, Crestron, Savant, etc.) and IoT systems.
- Demonstrated success managing cross-functional teams and large-scale projects.
- Excellent communication, negotiation, and leadership skills.



### **About Cornerstone Executive Search**

Cornerstone Executive Search is a leading retained executive search firm that helps great companies recruit great people. For more than 40 years, our firm has excelled in serving our client companies with executive talent acquisition, leadership development and career transition services across the Central Midwest region of the United States. Our firm has successfully completed more than 1,600 retained executive search assignments for C-suite, President, Vice President, Director and Management-level positions. To inquire about how Cornerstone Executive Search can serve your executive talent acquisition needs, please [click here](#) to visit our website.

**To apply for this position, please send resume or referrals to:**

