

Job Description

« Senior Sales Manager »

Job role	Senior Sales Manager Europe
Department	Sales
Location / Working place	France

Mission

- Meet revenue targets
- Manage existing customers
- Identify and pursue design-ins and design-win targets with a specific focus on IoT projects.

Main responsibilities

- Identify and close sales opportunities that meet/exceed territory revenue objectives, which include the following requirements:
- Establish strategies (account targets and penetration plans) and meet/exceed objectives (design-wins, sales dollars) for the assigned territory.

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- Generate forecast, design win tracking and meet/exceed forecast via corporate tools and Wisekey forecasting methods, systems and meetings/presentations
- Generate, manage, and close a consistent pipeline of new opportunities
- Full time interaction with customers, customers' management, Wisekey management and support organizations to build & grow all Wisekey businesses
- Utilize field system engineering, product line, and management to achieve fastest rate of design win success
- Identify the need for executive level interactions with customers and facilitate the establishment of these relationships.
- Work with Wisekey marketing to identify target accounts in the territory and develop and implement penetration strategies for these accounts.
- Manage, train and drive revenue success with our sales representative organization, VARs and partners.

Main interfaces

Internally :

- Head of Sales, Management team
- FAE
- PLMs
- Customer Service
- Quality

Externally :

- Customers
- Sales Reps and Partners

Requirements

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Educational background / diplomas	Bachelor's degree in Electrical Engineering, Computer Science or the Physical
Experience	Proven track record selling solution Self-motivated individual with strong communications skills able to work independently with remote management. Experience selling security solutions for Internet of Things applications to Industrial and other market segments Experience in working with customers at the executive management level
Skills	Ability to convey complex value propositions to customers with varying levels of understanding Success in negotiating complex contracts, pricing and working with legal teams from large corporations is a must Hands-on leadership ability and willingness to spend a majority of time in the field working directly customers and reps. Fluent in English
Others	International and Domestic Travel required from 35 to 50%

To apply, please send your CV and motivation letter exclusively by email to :

ipecharroman@wisekey.com

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