



Job Description

Sales Account Manager Americas

Job role	Sales Manager Americas
Department	World Wide Sales Department
Reporting To	VP Sales
Location / Working place	Home Office

Mission

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

Main responsibilities

- Establish strategies (account targets and penetration plans) and meet/exceed objectives (design-wins, sales dollars) for the assigned territory.

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Job Description

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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

<u>Internally :</u> <ul style="list-style-type: none">• Management Team• FAEs• PLMs• Customer Service• Quality	<u>Externally :</u> <ul style="list-style-type: none">• Customers• Sales Reps and Partners
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Requirements

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Educational background / diplomas	Bachelor's degree in Electrical Engineering, Computer Science or the Physical Sciences is required. An MBA preferred.
Experience	<p>Proven track record selling solution based semiconductor products and/or security solutions to OEM's.</p> <p>Experience selling security solutions for Internet of Things applications to Industrial and other market segments.</p> <p>Background in security architectures, trusted systems and how symmetric and asymmetric key systems work.</p>
Skills	<p>Self-motivated individual with strong communications skills able to work independently with remote management.</p> <p>Ability to convey complex value propositions to customers with varying levels of understanding.</p> <p>Success in negotiating complex contracts, pricing and working with legal teams from large corporations is a must.</p> <p>Experience in working with customers at the executive management level</p> <p>Hands-on leadership ability and willingness to spend a majority of time in the field working directly customers and reps.</p>
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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WIS@key