

Document title:

## Job Description

**« Sales Account Manager NFT  
Luxury Business »**

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|-----------------|----------------------|
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|                                 |  |
|---------------------------------|--|
| <b>Job role</b>                 | <b>Sales Account manager NFT Luxury Business</b> |
| <b>Department</b>               | Sales  |
| <b>Location / Working place</b> | Switzerland - Geneva                             |

## Mission

- Generate revenue growth and develop new business with a focus on luxury brands and NFT solutions
- Meet or exceed revenue quota as set by the CRO on a quarterly basis
- Be a key contributor to the overall success of WIS@key and the Sales organization

## Main responsibilities

- Identify and close sales opportunities that meet/exceed revenue objectives, which include the following requirements:
- Establish strategies (account targets and penetration plans) and meet/exceed objectives (design-wins, sales dollars) for the luxury goods and NFT space.
- Generate forecast 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, WIS@key management and support organizations to build & grow WIS@key businesses in the NFT and luxury goods space
- 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 WIS@key Marketing to identify target accounts 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 :

- CEO
- CRO
- WSK Sales
- WSK Semiconductors General Manager
- BL Directors
- WSK Customer Service
- WSK Quality

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## Externally :

- Customers
- Sales Reps and Partners

## Requirements

|  |   |
|--|---|
| <b>Educational background / diplomas</b> | Bachelor's degree in business or related field preferred  |
| <b>Experience</b>                        | 5+ years in the luxury goods Industry<br><br>10+ years selling<br><br>Proven track record selling complex data driven solutions<br><br>Proven record of meeting/exceeding quota<br><br>Self-motivated individual with strong communications skills able to work independently with remote management<br><br>Experience in working with customers at the executive management level  |
| <b>Skills</b>                            | Exceptional written and oral communication skills<br>Self-motivated hard worker<br>Flexibility to adjust to market, customer and strategic changes<br>Ability to convey complex value propositions to customers with varying levels of understanding<br>Success in negotiating complex contracts, pricing and working with legal teams from large corporations<br>Fluent in English |
| <b>Others</b>                            | International and Domestic Travel may be required up to 75%   |

**To apply, please send your CV and motivation letter exclusively by email to [ipecharroman@wisekey.com](mailto:ipecharroman@wisekey.com)**

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**WIS@key**