

Document title:

Job Description

«Sales Account Manager EUROPE »

Document Type:	Job Description
Reference:	TMP_HUR_010 V3.2
Date:	June 2021
File Name:	Job Description
Security level:	General Business Use

Author:	Verified by:
Nom : Cesar Martin-Perez	Nom: Isabelle PECHARROMAN
Date: June 2021	Date: June 2021

Electronic versions are uncontrolled unless directly accessed from the QA Document Control system.

Printed version are uncontrolled except when stamped with 'VALID COPY' in red.

External release of this document may require a NDA.

Template reference: TMP_HUR_010 V3.2

Job Description

General Business Use

Page: 2/4
Date: 09/03/2018
Reference: TMP_HUR_010 V3.2

Job role	Sales Account Manager Europe
Department	Sales
Location / Working place	WISeKey France or German Office
Reporting to	VP Sales EMEA

Mission

- Meet and exceed revenue targets
- Manage existing Customers & Go-To-Market Partners
- 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 target revenue objectives, which include the following requirements:

- Draw up a list of immediate & long-term perspective clients ideally suited for our Security Products offerings.
- Establish strategies (account targets and penetration plans) and meet/exceed objectives (design-wins, sales dollars) for the assigned territory.
- 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
- Collaborate with R&D and system engineering, product lines, marketing, and management to achieve fastest rate of design win success
- Work with WISeKey marketing to identify and qualify new target accounts and new target segments and develop and implement penetration strategies and initiatives.
- Lead, manage and drive revenue success with our VARs, Distributors and partners.
- Follow & report achievements on your set weekly, monthly, half-yearly & annual goals

Main interfaces

Internally :

- VP Sales EMEA
- Management team
- Sales team and FAEs (Field application engineers)
- Product managers
- Customer Service

Electronic versions are uncontrolled unless directly accessed from the QA Document Control system.

Printed version are uncontrolled except when stamped with 'VALID COPY' in red.

External release of this document may require a NDA.

Template reference: TMP_HUR_010 V3.2

The logo for WISeKey, featuring the word "WISeKey" in a stylized red font. The "e" is lowercase and has a unique shape, and the "y" is lowercase and has a long tail.

Job Description

General Business Use

Page: 3/4
Date: 09/03/2018
Reference: TMP_HUR_010 V3.2

- Quality

Externally :

- Customers
- Sales Reps and Partners

Requirements

Educational background / diplomas	Bachelor's degree in Electrical Engineering, Computer Science
Experience	More than 5 years experience in Sales and knowledge in: AI Automation Semiconductor IoT PKI Blockchain NFT

Electronic versions are uncontrolled unless directly accessed from the QA Document Control system.

Printed version are uncontrolled except when stamped with 'VALID COPY' in red.

External release of this document may require a NDA.

Template reference: TMP_HUR_010 V3.2

WIS@key

Job Description

General Business Use

Page: 4/4
Date: 09/03/2018
Reference: TMP_HUR_010 V3.2

Skills	<ul style="list-style-type: none">• Direct selling to Corporate, Government Institutions, International organizations• Independent operations• Resourcefulness• Planning• Cost sensitive• Good customer relationship• Systematic & balanced work• Thorough understanding of sales functions• Excellent organizational, time and self-management skill• Excellent follow up skills, strong sense of initiative and ability to work under pressure.• Excellent communication skills, both in the local language and 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

Electronic versions are uncontrolled unless directly accessed from the QA Document Control system.

Printed version are uncontrolled except when stamped with 'VALID COPY' in red.

External release of this document may require a NDA.

Template reference: TMP_HUR_010 V3.2

The logo for WIS@key, featuring the word "WIS@key" in a stylized red font. The "@" symbol is integrated into the design, and the "key" part is in a slightly different font style.