

## Job Description

Document title:

### « Sales Account Manager, PKI & IoT Services »

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

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Date: 27/10/2021	Date: 27/10/2021

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<b>Job role</b>	<b>Sales Account Manager</b>
<b>Department</b>	Sales
<b>Location / Working place</b>	Meyreuil - France

## Mission

- Develop & close business for PKI & IoT Services within assigned territory.
- Develop a Sales channel strategy in collaboration with Product Marketing

## Main responsibilities

- Generate and close new sales opportunities managing the process from lead generation through to closing including, but not limited to, proposal creation, customer education, customer requirements discovery, customer procurement, and contract negotiation
- Build a Sales pipeline of qualified opportunities
- Accurately forecast and report opportunity progress and expected deal closings
- Demonstrate to customers PKI Services high-level functionality while leveraging Pre-Sales team for more in-depth technical demonstrations
- Evaluate RFI(s) and RFP(s) to determine applicability of WIS@key PKI Services and own the response drafting while leveraging expertise and guidance from Product Team
- Ensure leads and opportunities are tracked within Hubspot
- Learn and develop skills around industry standards and best practices for use of PKI as part of a broader Cyber Security strategy
- Work closely with PKI architects, Product management, and Pre-Sales

## Main interfaces

### Internally :

- Product Management
- CISO
- CRO & CEO
- WSK Sales & FAE
- WSK Semiconductors General Manager
- BL Directors

### Externally :

- Customers
- Sales Reps and Partners / System Integrators

## Requirements

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<b>Educational background / diplomas</b>	Bachelor's degree in business or related field preferred
<b>Experience</b>	<p>4+ years sales experience in closing deals in various verticals (Industrial, Medical, Energy, Transport etc ) in Software sales</p> <p>Previous experience in Sales Engineering / Pre-Sales</p> <p>Experience in "hunting" new customers</p> <p>Proven record of meeting/exceeding quota</p> <p>Self-motivated individual with strong communications skills able to work independently with remote management</p> <p>Experience in working with customers at the executive management level</p> <p>Experience in IT environments</p> <p>Proficiency using Social Media to engage with prospects</p> <p>Bonus experience:</p> <ul style="list-style-type: none"><li>- strong knowledge of PKI concepts, practices and Certificate Authority Services</li><li>- cloud infrastructure knowledge : (AWS, Azure, Google)</li><li>- knowledge of industry trends in Cybersecurity</li></ul>

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<b>Skills</b>	Exceptional written and oral communication skills Self-motivated hard worker Flexibility to adjust to market, customer and strategic changes 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  Thorough understanding of information security related products/services and the demonstrated ability to quickly learn WIS@key solutions  Fluent in English  Proficiency with CRM applications (Hubspot) and related tools
<b>Others</b>	International and Domestic Travel may be required up to 50%

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

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The logo for WIS@key, featuring the word "WIS@key" in a bold, red, sans-serif font. The "@" symbol is stylized with a red circle around it.