



**JOB Title:** Sales Account Manager – Japan

**Department:** Sales

**Position Overview:**

The Sales Account Manager will manage existing and new customers in **Japan** by communicating with them on a daily basis, frequently visiting them to make sure that their requirements are met and are satisfied with our services. The individual will work with the VP of Sales and support marketing and sales activities; follow up on sales leads; conduct presentations and demos of solutions; generate proposals; and manage contracts through deal closing.

**This position is based in San Diego, CA.  
Bilingual in English/Japanese is required.**

**DUTIES AND RESPONSIBILITIES:**

- Work with existing customers to make sure they are satisfied with our products and services.
- Build strong relationships with high-level contacts within a client organization
- Analyze and monitor competitor and market activity
- Develop customer partnerships and service long lasting customer relationship.
- Collaborate with Project Management, Operations, and Customer Support, as key partners in hitting company goals
- Work with VP of Sales to develop and execute sales strategies; identify new opportunities to grow business within current customer, increase sales, and broaden brand and product recognition.
- Understand, interpret, and provide technical information and explanations.
- Assess competitors by analyzing and summarizing competitor information and trends; identify sales opportunities.
- Create and develop customer sales proposals, pricing quotes, and bid support.
- Keep updated on product and industry knowledge to communicate regularly with senior management with new business updates and related activities, including trends, competition, and sales initiatives.
- Utilize CRM system to track, manage and analyze sales activities and trends.
- Provide detailed and accurate sales forecasting
- Maintain and improve quality of sales by following standards and recommending improved policies and procedures.
- Continually update job knowledge by studying new product descriptions and participating in educational opportunities.
- Accomplish department and organizational goals by accepting ownership of role. Explore additional opportunities for adding value to the position.

- Meet Sales Goals, build Client Base

**QUALIFICATIONS:**

- Bachelor's Degree from four-year college or university and five years of related experience and/or training, or equivalent combination of education and experience.
- Proven 5+ years of Sales experience in technology.
- Telecommunication experience is a plus.
- At least 5 years of Sales and Business Development selling technology enabling solutions to system integrators, M2M service providers, and OEM companies of all sorts.
- Strong new business development, client relationship management, and sales forecasting experience.
- Demonstrated achievement of high sales rankings and recognition in past sales positions. Track record of sales success in the OEM, Agriculture, Oil and Gas, or Vehicle Telematics.
- Assertive team player, nimble and intelligent with the ability to identify and close business.
- Comfortable discussing a wide array of products and technologies, and at ease interacting with highly trained technology professionals.
- Great communication skills with superior listening skills.
- Developed problem-solving and negotiation skills.
- Solid knowledge of the entire sales cycle including tracking/updating accounts, forecasting sales activity, and reporting weekly/monthly to management.
- Effectively and simultaneously manage multiple opportunities at various stages of the sales cycle.

Estimated base salary range: \$70,000.00 - \$85,000.00 annually.

Compensation decisions may vary depending on multiple factors, including location, role, job-related knowledge, skills, relevant education, and experience within the industry.

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