



JOB TITLE: Sales Director – Telematics Europe

DEPARTMENT: Sales

SUMMARY:

He/She will drive new business by developing direct and in-direct sales channels and closing business directly with end-customers as a means to meet or exceed revenue goals. The Sales Director will work with the VP of Sales to help define marketing and sales activities related mainly in the assigned geographic territory; follow up on sales leads; conduct presentations and demos of solutions; generate proposals; and manage contracts through deal closing.

This position will be remote from Europe.

DUTIES AND RESPONSIBILITIES:

- Develop telematics sales opportunities by researching the industry and identifying potential accounts.
- Work with VP of Sales to develop and execute sales strategies; create a large pipeline of business within a short period of time; identify new opportunities to grow business, increase sales, and broaden brand and product recognition.
- Own the sales cycle – from lead generation to closure.
- Understand, interpret and provide technical information and explanations.
- Assess competitors by analyzing and summarizing competitor information and trends; identify sales opportunities.
- Generate new and repeat sales leads and opportunities by providing product knowledge, technical information, and exceptional service to customers to win market share.
- 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.
- Generate leads from tradeshow and regional networking events.
- 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
- Perform other related duties as assigned by management.

SUPERVISORY RESPONSIBILITIES:

- This job has no supervisory responsibilities.

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 or satellite 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.
- Proficiency in prospecting new accounts and closing orders.
- Ability to speak another language besides English is a plus.

Estimated base salary range: \$90,000.00 - \$120,000.00 annually. Compensation decisions may vary depending on multiple factors, including location, role, job-related knowledge, skills, relevant education, and experience within the industry. We are proud to be an equal opportunity employer. Quake provides equal employment opportunities to all employees and applicants for employment and prohibits discrimination and harassment of any type without regard to race, color, religion, age, sex, national origin, disability status, genetics, protected veteran status, sexual orientation, gender identity or expression, or any other characteristic protected by federal, 2 state, or local laws. This policy applies to all terms and conditions of employment, including recruiting, hiring, placement, promotion, termination, layoff, recall, transfer, leaves of absence, compensation, and training. Certificates, licenses and registrations preferred: CPA or CMA.