



JOB TITLE: Director of Sales – Industrial

SUMMARY: Quake Global is seeking **a relentless and results-driven Sales Director with a true hunter mentality** to drive the expansion of our industrial telematics modem product line in North America. This high-impact role requires an aggressive approach to **identifying, pursuing, and closing new telematics device opportunities** while also developing and managing a network of software partners and resellers.

The ideal candidate will have experience building a book of business from the ground up. They know how to prospect new customers and advance that first engagement through the sales process. They do not depend on an established book of business to grow from.

The right candidate also thrives on the design-win, driving revenue growth from OEM and aftermarket program wins. And they know how to develop and execute **sales tactics that ensure Quake Global succeeds in continuously acquiring new programs wins.**

Primary Functions:

- Plans and executes sales efforts for the Industrial Telematics business.
- Creates and drives a “design win urgency” culture in the business.
- Develops and implements sales strategies and tactics in concert with the Company’s strategic plan, product roadmaps, annual budget, and governance policies.
- Recruits, develops and manages software partners and resellers (as required).
- Engages customers at all levels and communicates the needs of customers to the business.
- Maintains confidentiality in all aspects of staff, business strategy and financial information.
- This is an individual contributor role.

Essential Responsibilities:

- Meets the departmental and organizational revenue goals.
- Develops (in collaboration with the executive team) and executes a robust sales plan to create a substantial business pipeline, capitalize on growth opportunities, and enhance brand and product awareness.
- Using public and personal networks, identifies and develops attack plans for, and pursues new industrial telematics sales opportunities.
- Stays informed about industry developments and product advancements, regularly updating senior management with reports covering business activity, market trends, competitive products and messaging, and sales initiatives.
- Analyzes and summarizes competitor products, activities and market trends to help identify sales opportunities.
- Understands and effectively conveys Quake Global’s technical and business value, providing detailed explanations and addressing customer inquiries.
- Manages and owns the entire sales process from lead generation to deal closure.

- Develops customer proposals, pricing quotes, and bid support documents, managing contracts through the sales stages to deal closing.
- Represents Quake Global at industry events, generating (as appropriate) leads from trade shows and networking events.
- Maintains and provides timely and accurate pipeline tracking within the CRM platform.
- Analyzes data and implements corrective actions for exception conditions (e.g., budget or forecast miss) and reports on progress to the Quake leadership team.

Qualifications:

- Bachelor's Degree in a technical discipline; An advanced degree is a plus.
- At least 5 years of proven sales experience in the technology sector. Prior experience (or exposure) to telecommunications or satellite technologies is advantageous.
- At least 3 years of experience in sales, selling technology-enabled solutions to system integrators. **Experience selling to M2M and/or OEM** companies in the agriculture, off-highway (construction) and on-highway vehicle segments is advantageous.
- Strong background in acquiring new accounts, client relationship management, and sales forecasting.
- Technically proficient and comfortable discussing a broad range of products and technologies, and able to interact effectively with highly trained technology professionals.
- An assertive and intelligent team player with the ability to lead, identify, and close business opportunities.
- Has developed problem-solving abilities and strong negotiation skills, and able to demonstrate successful negotiated outcomes.
- Comprehensive knowledge of the sales cycle, including account tracking, sales activity forecasting, and regular reporting to management.
- Ability to manage multiple opportunities simultaneously at various stages of the sales cycle.
- Excellent listening, speaking and written communication skills.

Quake Global is a growth focused company with a bias for action and wants people with a passion to win. The successful candidate must be a self-starter, have a "get-things-done" mindset, think strategically and out of the box, but act tactically and in a structured way. The candidate is expected to drive results and will put the goals of the company ahead of personal objectives.

*Estimated base salary range: **\$125,000.00 - \$140,000.00** plus commission.*

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, 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.