



JOB TITLE: Sales Account Manager - Industrial

SUMMARY: We are seeking a **Sales Account Manager** who will drive new business and revenue growth for our **Industrial Telematics Solutions** by developing direct sales opportunities and closing deals with end customers. This position is responsible for driving sales within the assigned territory, including prospect follow-up, delivering industrial telematics solution presentations and product demos, developing proposals, and managing contracts through to closing. The Sales Account Manager will build strong customer relationships, identify business needs, and position our telematics solutions to help customers improve operational efficiency, visibility, and performance.

DUTIES AND RESPONSIBILITIES:

- Develop **telematics sales opportunities** by researching the industry and identifying potential accounts.
- 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.
- 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.
- **Telecommunication** or **satellite** experience is a plus.
- 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.
- Results driven by **sales hunter** with the ability to proactively identify opportunities, engage decision-makers, and close new 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 includes 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.

About Us: Founded in 1998, Quake Global is the leading manufacturer of Machine to Machine (M2M) Modems for advanced data acquisition through Satellite, Cellular, Wi-Fi, BLE and RFID. Quake provides powerful solutions for asset management and monitoring. With headquarters in San Diego, California and a network of distribution representatives worldwide, Quake offers an extensive array of solutions, products and design services for Healthcare and Senior Living, and Industrial markets. In addition, we are committed to fostering a diverse and inclusive workplace that attracts exceptional talent.

Estimated base salary range: \$90,000.00 - \$110,000.00 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.