

MobileAccess Position Description

Technical Sales Manager

PURPOSE:

The purpose of the Technical Sales Manager (TSM) is to generate revenue for MobileAccess by enabling Value Added Resellers (VARs) and Partners in the sales of the company's equipment and services from a technical perspective.

POSITION REQUIREMENTS:

- 5-10 years demonstrated experience in technical sales environment with successful track record in meeting and exceeding quota.
- Demonstrated knowledge of wireless industry protocols and RF principles for cellular, data and WIFI – GSM, CDMA, LTE, WiMAX , 802.11a/b/g/n, etc.
- Experience in technical solution sales of equipment and/ or services in IT or wireless industry.
- Strong track record in executing on defined strategy and direction for an account in a fast paced technical environment.
- Bachelor's degree in engineering, business or equivalent industry experience.
- Travel up to 50% of the time required.

POSITION ROLE & RESPONSIBILITIES:

Channel Sales Revenue:

- Responsible for achieving and exceeding quota defined quarterly revenue targets via assigned VARs and Partners.

Channel Development:

- TSM will coordinate as necessary with assigned Channel Sales Manager to provide support in the development of the Channel via technical briefings, presentations, demonstrations, etc. Primary focus will be on the support and execution of defined strategy for the channel.
- Engage necessary internal MobileAccess support resources – Sales Engineering, Project Management, Marketing, Training, etc. - in the support and development of the Channel.
- Responsible for program communication to assigned VARs and Partners, relationship development and assisting in the closing of high value opportunities.

Forecasting:

- TSM shall track MobileAccess leads, prospects, customers, potential customer opportunities, and sales orders in NetCRM.

Quotations & Sales Orders:

- TSM is responsible for coordinating with assigned support resources as necessary to provide quotations and process sales orders as appropriate.

Sales Resources:

- CSM shall engage and utilized appropriate Sales resources, such as data sheets, presentations, case studies, white papers, and other sales tools available on the company intranet to achieve assigned objectives.