

Account Manager – USA (only native people)

Company description:

VISION localization systems is the world leader in design, manufacturing and commercialization of localization systems for people with high risk of getting lost (like persons with Alzheimer's). Our mission is to improve their quality of life.

Web site: www.keruve.com , www.pikavu.com

Location: Espartinas, SEVILLA, SPAIN

Summary:

VISION is seeking a **North American** native Account Manager (AM) to join our Sales team. We are looking for a proactive, enthusiastic individual with sales skills, that can develop a new market with the power of an entrepreneur. We are particularly interested in penetrating healthcare sectors, therefore experience in these areas will be preferred.

This job position will give you the opportunity to build great career doing a job that helps people living better. We have leading products in growing markets, and if you bring passion and dedication to your job, there's no telling what you could accomplish.

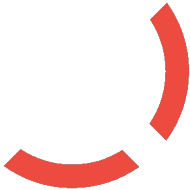
The AM is the primary contact for VISION's clients, and will be responsible for creating and sustaining relationships/alliances with them at the region level, identifying key decision makers in nursing homes, hospitals, clinics, government bodies, Associations and others, and articulating VISION's products value proposition to the appropriate stakeholders throughout all stages of the sales process. The AM will conduct negotiations, contract terms and conditions to complete all business transactions. The AM manages all sales activities within a geographically-defined territory.

The AM will implement VISION sales strategy and will be responsible for proactively developing the market and identify and exploit new business opportunities.

Responsibilities:

Sales

- Execute and achieve sales quota and targets.
- Identification and qualification of prospects and deciders in the targeted companies
- Identifies, qualifies and close new customer sales opportunities to generate sales revenues that meet or exceed assigned goals
- Territory planning and management as well as opportunity and pipeline forecasting Conducts introductory and high-level presentations including the demonstration of VISION products
- Dedicates the preponderance of time in phone and/or video conference with customers and prospects
- Prepare weekly reports as updates to the business



- Conducts continuous prospecting activities and build a sales pipeline sufficient to support achievement of sales revenue goals
- Delivers timely technical and administrative product and solution information to create long-term, on-going business relationships and set the stage for future opportunities
- Identification and qualification of prospects and deciders in the targeted companies
- Occasionally travels throughout assigned territory as required

Business development

- Identifies and qualifies end-user opportunities
- Market research testing and development of market plans
- Work with R&D department to improve VISION products
- Provide market information pertinent to opportunities, risks, competition and the like

Public relations

- Build and maintain relationships with appropriate members of the media, influencers and prescriptors
- Respond to media inquiries, develop media lists, pitch stories, identify editorial calendar opportunities, etc.
- Stay abreast of social media tools, platforms and trends
- Monitor publications and announcements from target customers and competitors

We offer:

- Opportunity to join an international company
- Young and energetic working environment with good atmosphere
- Challenging career opportunities
- Competitive compensation with uncapped bonus

Requirements:

- NATIVE person of the target territory
- Bachelor's degree; advanced degree a plus but not required
- 4+ sales experience
- Technology, hospital and/or healthcare industry experience a plus but not required
- Excellent communication and presentation skills
- Ability to adapt to fast-paced, international work environment with a passion for making an impact
- Self-starter with entrepreneurial flair
- Problem solving abilities
- Proactive attitude
- Person that enjoy helping others

Interested in this opportunity?

Apply now!

send your resume to: hr@visionlocalization.com