



KEY ACCOUNT MANAGER

Description:

Leading in Europe for the last 15 years, Mobilis invented the protective shells for IT devices such as Laptops, Tablet PCs, Convertibles, Handhelds, PDAs and continues to advance the mobile accessories category with innovative and relevant solutions for today's mobile lifestyle.

Our expansion needs to be supported by a **confirmed Key Account Manager for "Corporate Customers"** in order to develop our market share into the United States.

The ideal candidate will be able to:

- Generate enterprise sales opportunities by identifying appropriate business targets, securing high-level appointments, executing a strategic sales process, and managing the prospect to close.
- Build executive relationships and business strategies.
- Able to manage sales process in a targeted account base, including demand generation, partner development, channel sales, forecasting, quota attainment, sales presentations, short-term, mid-term and long-term opportunity management.
- Provide high level customer satisfaction and own overall accountability for business growth within account base.
- Negotiate terms of business with clients to achieve win/win results that provide the basis for strong on-going relationships.

The candidate will be based in Hoboken (NJ) but covering and travelling within **NC-SC-GA-FL-KY-TN-AL-MS-AR-LA**.

This position will exponentially grow territory sales revenue & profitability each month, while providing world-class customer service to clients and prospects. Candidate must enjoy extremely heavy outbound client/prospect contact via phone.

What's in it for you?

- Uncapped Commission Plan
- Guaranteed Ramp Up Period
- Strong Base Salary
- Protected Territory
- Industry Leading Name Behind You

Benefits

Earn competitive salaries with generous bonuses, and benefit from training, development and advancement opportunities.

Have security with outstanding benefits including Medical compensation, Paid Time Off, Company car, Laptop and much more!

Skills/Qualifications

- 1-3 year's Outside B2B Sales experiences.
- Documented Accomplishment
- Verifiable track record of sales territory growth
- Must be a fast paced, highly motivated self-starter, preferably with start-up company experience.
- Must be money/success driven and highly competitive.
- Strategically & Tactically Aggressive
- Flexible, easily adapts to changing environment and industry. • Entrepreneurial & Analytical mindset with the ability to learn quickly and the desire to stand out from the pack through unprecedented success.
- Must want "more".
- Exceptional written and verbal communication skills, excellent problem solving abilities.
- Strong organizational skills and attention to detail.
- Must fully understand consultative sales techniques.
- Must have computer proficiency and solid working knowledge of Microsoft Office.
- Ability to work under pressure and meet tight deadlines and continuously achieve sales goals.
- Ability to work independently, while being open to direction and guidance
- Must have confidence enough in your sales ability to work as commission only sales professional.

Our organization is proud to be an Equal Opportunity Employer. Applicants are considered for all positions without regard to race, color, religion, sex, national origin, age, disability, sexual orientation, ancestry, marital or veteran status.