



JOB TITLE: Technical Sales Representative - Korea & Asia Market

DEPARTMENT: Sales

REPORTS TO: VP of Sales

EFFECTIVE DATE: 8/1/2019

SUMMARY: The Technical Sales Representative position will generate new business and develop accounts by soliciting and obtaining orders from prospective customer accounts through direct and in-direct sales efforts.

DUTIES AND RESPONSIBILITIES:

- Develop sales opportunities by researching and identifying potential accounts, prepare quotations.
- Establish strong relationship with customers.
- Understand, interpret and provide technical information and explanations accounts.
- Assess competitors by analyzing and summarizing competitor information and trends; identify sales opportunities.
- Develop accounts by checking customer's buying history; suggesting related and new items; explain technical features.
- Close on new accounts by responding to telephone, web and e-mail inquiries. Verifying and entering customer information.
- Fill orders by transferring orders to fulfillment; communicating expected delivery date; providing explanations regarding out of stock information
- Maintain communication equipment by troubleshooting, reporting, and tracking problems.
- Maintain and improve quality results by following standards and recommending improved policies and procedures.
- Continually update job knowledge by studying new product descriptions and participating in educational opportunities.
- 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
- Performs other related duties as assigned by management.

QUALIFICATIONS:

- Bachelor's Degree (B.S.E.E. or B.S.C.E.) from four-year college or university and five years of related experience and/or training, or equivalent combination of education and experience.
- Telecommunication experience is a plus.
- At least 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.
- Demonstrated achievement of high sales rankings and recognition in past sales positions. Track record of sales success in the OEM, ITC, Oil and Gas, or Vehicle Telematics.
- Assertive team player, nimble and intelligent with the ability to identify and close 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 including 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.
- Existing telecommunication, construction equipment OEMs, and M2M industry relationships a plus.
- Experience in Programming, FAE Technical support, and Product Management is a plus.
- Proficiency in prospecting new accounts, and closing orders.
- **Communication skills in English and Korean is required.** Additional language skills in Chinese or Japanese is a plus.