



Job Opportunity – Account Executive – Massachusetts and Connecticut

Position Title: Account Executive –
Massachusetts and Connecticut

Department: Sales Department

Supervisor & Title: Shane Snyder, VP of Sales

Position Responsibilities

- Senior Account Manager for an assigned specific territory/enterprise accounts
- Build strong relationship with defined Key Accounts and develop significant business for our complete product offering
- Develop the right "go to market" strategy to develop for long term growth
- Budget/Revenue responsibility to grow existing business and establish significant growth potential
- Close cooperation with our manufacturer representatives and ISVs to define and propose the right solutions
- Close cooperation with internal teams from Professional Service, Solution Engineering, Operations, and Marketing

Skill Requirements

- Strong knowledge in Auto-ID products and markets
- Experience in barcode scanning, mobile computing and wireless LAN in the manufacturing industry is expected
- Detailed knowledge of vertical specific customers
- Experienced in Key Account selling in the market for a minimum of 3 years
- Strong driver for success with good track record
- Ability to work in a team and drive for internal cooperation
- Strong communication skills
- Willingness to travel (minimum 50%)

If you are interested in applying for this position; please submit your resume and SALARY requirements to karar@barcoding.com.