

Job title:	IOT Sales Executive
Department:	NI Americas
Area/Location:	North America
Supervisor:	VP Sales - Americas
FLSA:	Exempt

JOB DESCRIPTION

Job purpose:

The IOT Sales Executive will be responsible for direct and indirect sales within North America. They will proactively deliver results in new and existing IOT Sales Channels

Duties and responsibilities:

- Develop a territory and customer specific sales strategy to meet and exceed goals and revenues
- Prospecting, qualification and closing of new IOT opportunities
- Identify new IOT market verticals
- Grow revenues with existing IOT customers
- Develop and grow sales funnel
- Educate customers on new and existing products and solutions
- Participate in launching new IOT Sales solutions
- Provide Feedback to Product Management about customer requirements and industry trends
- Maintain CRM pipeline
- Develop a travel plan including attending trade shows and industry events to achieve sales objectives
- Organize customer trainings for new and existing IOT solutions

Qualifications:

- 5-10 years demonstrated solution sales experience in Industrial IOT
- Committed to growing IOT revenue and sales
- Working knowledge of MS Office applications and CRM
- Creative problem solver and team builder with skills to influence, implement and lead
- Not required but experience in: Water Management, Heavy Equipment Rentals, Energy, Utilities would be an asset
- Must possess strong organizational skills, customer focus, team orientation
- 25% - 50% travel required
- A willingness to embrace and live the core values of Network Innovations.

Direct reports:

N/A - Self-managed role

Disclaimer Statement: This job description lists the essential functions of the position and is not intended to include every job duty and responsibility specific to a position. An employee may be required to perform other related duties not listed above provided that such duties are characteristic of that classification.