

Job Specification - Northwest Regional Sales Manager

IQinVision Summary

IQinVision is the world's leading manufacturer of Megapixel Network cameras and is recognized as one of the pioneers and innovators in the fast growing field of IP Video for Security Surveillance and other video related applications. We are privately held and headquartered in San Clemente, CA with offices in Lancaster, PA and Utrecht, Netherlands.

IQinVision has an outstanding reputation for highly differentiated products and best-in-class customer service which has resulted in rapid growth. We are looking for key team members to help us manage that growth.

The Northwest Regional Sales Manager will be a key contributor to the IQinVision team. We will be looking for candidates with the following experience and skill-set:

Personal Skills

Candidates must:

- Possess strong communication and interpersonal skills
- Be highly organized, professional and articulate
- Be comfortable and responsive in a fast paced multitasking environment
- Be adaptive and resourceful with problem solving

Experience

Candidates must show:

- Minimum of 5 years regional sales experience with security, networking or high-technology equipment
- Willing to travel up to 70% time
- Experience managing relationships with regional distributors, resellers and installers
- Experience generating end-user demand through direct relationships, consultants and A&E firms
- General experience coordinating and conducting regional sales presentations and technical training
- University Degree Desired

Responsibilities Overview

The Northwest Regional Sales Manager will be responsible for and accountable for achieving or exceeding revenue goals in the Northwest Region of the United States and for working with other regional sales managers to develop and execute a strategy that achieves IQinVision's overall corporate revenue and profitability goals.

In fulfillment of these responsibilities, the Northwest Regional Sales Manager will:

1. Manage regional distributors, reseller, installer, integrator, consultant and end-user relationships in the Northwest Region of the United States.
2. Further IQinVision's reputation for world-class customer and partner support.
3. Travel approximately 70% of the time to create demand and support partners.
4. Be the voice of the customer to the rest of the IQinVision team.
5. Manage expenses to achieve regional profitability goals.

Territory

Washington, Oregon, British Columbia and all counties in California north of, and including, Monterey, Kings, Tulare and Inyo.

Contact Information for Resumes:

marketingresumes@iqeye.com