



Job Description – EMEA Sales Manager

Exacq Technologies, Inc.
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Job Description

Exacq Technologies, a rapidly-growing manufacturer of IP video surveillance software and systems, is seeking to expand its sales presence internationally.

Located in Europe, the EMEA sales manager is responsible for planning and executing sales related activities across the region. This includes prospecting, developing and supporting sales to resellers and distributors to ensure that sales targets are met. The EMEA region is defined as Europe, Middle East and Africa.

Responsibilities include:

- Achieve sales objectives within EMEA region for the entire line of security products
- Develop sales objectives, strategies, and promotions.
- Determine annual EMEA sales plan for the organization by implementing marketing strategies, analyzing industry and customer trends, and meeting company goals
- Recruit, train, develop, and mentor outside sales representatives, distributors, resellers, and consultants.
- Develop key OEM accounts, consisting of board-level products, system-level products, and/or custom software and hardware products.
- Close involvement in company promotional activities, including trade shows, road shows, product seminars, sales meetings and product training.
- Prospecting to ensure that new prospects are being added to the pipeline on a consistent basis.
- Coordinate budgets, forecasts, and periodic sales reports.
- Effective use of sales force automation tools to track sales opportunities.
- Contribute to the collection of market feedback and intelligence by working closely with engineering, marketing and product support teams
- Help develop and maintain the company's image and reputation within EMEA
- Travel as necessary to visit customers and participate in sales events.

Required Qualifications:

- Proven experience in selling electronic security products to the channel within EMEA
- Working knowledge of CCTV surveillance systems, DVRs, and network video technology preferred
- Ability to learn things rapidly
- Ability to function at a high level working alone, as well as within a team environment
- Excellent verbal and written communication skills
- Fluency in English
- A valid passport with no travel restrictions
- Bachelors degree preferred