Regional Sales Manager-North Bay
Job Location: Remote; San Francisco Bay Area

Summary

Imagine what you could do here. At Opengear, great ideas have a way of becoming great products, services, and customer experiences very quickly. Bring passion and dedication to your job and there's no telling what you could accomplish. Opengear is committed to innovation and delivering the finest out-of-band management solutions to businesses and large enterprise customers.

Reporting to the VP Sales Americas, the Regional Sales Manager will be focused on selling to Fortune 500 companies in the North Bay region. This individual will work out of a home office in the San Francisco Bay area and travel to clients and events as required.

Primary Responsibilities

The Regional Sales Manager will work with Opengear customers, reseller partners, and internal sales resources to drive the full line of Opengear Hardware and Software Solutions.

- Meet/exceed sales targets contributing to regional and company growth
- Development and execution of sales strategies within assigned territory
- Development of a strong pipeline of opportunities through insightful and strategic territory planning
- Manage opportunities through varied sales stages to closure, while mitigating risk and maximizing upside
- Collaborate with extended sales team (inside sales, sales engineers, reseller partners, etc.) to deliver an exceptional Opengear experience in the enterprise

Requirements/Qualifications

- Bachelor's Degree
- 10+ years of successful quota driven sales experience
- Successful track record in Enterprise Solution Selling
- Successful track record selling in a multi-customer territory and with a multi-million-dollar quota responsibility
- Experience building trusted rapport with CXO level customer contacts
- Ability to work well in a team environment
- Excellent communication and presentation skills

Desired Knowledge/Skills

- Strong customer contact list with customer-facing sales experience
- A high-level understanding of IT infrastructure around device management, security, and infrastructure integration
- Knowledge of out-of-band management products