



Regional Sales Manager– South San Francisco Bay Area; Southwest Region

Job Location: Remote from home office, South 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 has been the industry leader for out of band networking solutions for 15 years now and pioneered embedded, certified cellular solutions for over 9 years. We are looking for someone to drive our continued growth in the Southwest Region.

Reporting to the Director of Sales – West, the Regional Sales Manager will be focused on selling to Fortune 500 companies in the Southwest region. This individual will work out of a home office in the South 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.

- Close end user business that fulfills through our reseller partners
- 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 experience exceeding sales targets
- Successful track record in Enterprise Solution Selling
- Experience selling to end user accounts in the assigned territory
- 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 using Salesforce.com as your primary CRM tool
- 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, WAN infrastructure, and network uptime
- Knowledge of out-of-band management practices