



You like to work in a fast-paced environment? For our SPYPOINT division, we want to hire a Key Account Manager (US) who will be responsible for developing effective business relationships with major retail partners.

Techno-X Group is a global technology company that innovates in artificial intelligence (AI), internet of things (IoT) and connected technologies. SPYPOINT, Vosker, Kraken Lab and Zeniox are divisions of Techno-X Group.

**Performance, innovation and family** are words that speak to you and inspire you?

Are you a self-starter with entrepreneurial spirit, exceptional communication skills and strong negotiation skills, we want to hear from you.

Under the direction of the Vice-President of Sales and the National Sales Director, you will be responsible for the development of national corporate accounts.

#### **How will you contribute to the team?**

To perform this role successfully, the individual will be responsible for but not limited to the following:

- Defining sales focus through quarterly sales objectives and driving sales initiatives;
- Managing sales team and evaluate individual performances;
- Mining and growing new opportunities, lead generation, sales call preparation, meetings to present and close new business;
- Utilizes a strong understanding of relevant channels to source new business opportunities and expand sales of SPYPOINT brand;
- Provides account driven initiative with cross functional team and respect of the deadlines of the customers;
- Build a culture that reflects SPYPOINT values, mission, vision and ambition into Sales team;
- Produce forecasting and weekly, monthly plus quarterly reporting to the Vice-President of Sales and the National Sales Director.

#### **Qualifications**

- Strong self-starter who takes initiative and has a real passion to nurture win/win situations with corporate clients;
- Five years of experience in sales development and open major accounts with companies such as Costco, Walmart, etc;
- Proven success in being able to develop sales strategies and develop new business opportunities;
- Courage to face challenges, trust and excellence in execution;
- Proactive approach with strong sales and negotiations skills;
- Role model into the leadership and performance of the sales team;





- An ability to understand and analyze sales performance metrics, using data insights to build effective go to market strategies;
- Availability to travel as needed.

**It is now your turn to tell us more about yourself!**

