

Channel Sales Executive - Video (Argentina)

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Company: Motorola Solutions

Location: Argentina

Category: other-general

Job Description

Reportando al Director Regional de Ventas – Equipo Ejecutivo de Ventas de Canal, el Ejecutivo de Cuentas de Canal (Argentina) será una persona dinámica, conocedora y apasionada por las soluciones de

seguridad Electrónica y altamente eficiente y centrada en el usuario final. El candidato seleccionado

centrará sus energías en crear demanda entre la comunidad de usuarios finales.

Como ejecutivo de ventas de canal, usted será responsable, entre otros, de lo siguiente:

Promocionar y comercializar productos y servicios de seguridad por video y control de acceso (VS&A) de Motorola Solutions Inc. dentro del territorio asignado.

Apoyar las actividades de ventas de Motorola Solutions VS&A en el territorio asignado creando, fomentando y respondiendo a oportunidades de ventas para los productos y servicios de VS&A con los usuarios finales.

Apoyar al equipo de liderazgo en el establecimiento de objetivos de ventas trimestrales y anuales para el territorio asignado.

Realizar llamadas de ventas, programar trabajos promocionales locales y realizar un seguimiento de las actividades de ventas con oportunidades en usuarios finales utilizando las bases de datos del software de seguimiento de proyectos y clientes potenciales de

Motorola Solutions.

Proporcionar información a clientes potenciales, como nuestros precios, condiciones de venta y métodos de entrega.

Proporcionar orientación técnica básica y capacitación sobre productos a los usuarios finales para ayudarlos a comprender cómo utilizar nuestros productos.

Asistir a ferias comerciales y otros eventos de marketing.

Participar en el desarrollo de materiales de capacitación para nuestros productos.

Identificar personas influyentes clave en el mercado de vigilancia en el territorio, establecer contacto con ellos y demostrarles la superioridad y utilidad de nuestras soluciones.

Requisitos

Más de 2 años de experiencia en ventas de soluciones de seguridad de control de acceso y video.

Más de 3 años de experiencia en interfaz con usuarios finales

Experiencia en soluciones de seguridad Electronica

Manejo del idioma Ingles hablado y escrito (nivel medio)

Gran perspicacia técnica y capacidad para hablar de nuestros productos y soluciones.

Forecast de oportunidades de forma semanal, mensual, trimestral y anual.

Historial comprobado de logros en la entrega de resultados de ventas y el desarrollo de relaciones de colaboración.

Se requiere una sólida comprensión de nuestra estrategia de comercialización y filosofía de ventas.

Mentalidad proactiva y con motivación para contactar usuarios finales nuevos y existentes.

Se requieren habilidades de gestión del tiempo y los candidatos deben tener la capacidad de gestionar múltiples prioridades en un entorno complejo y acelerado.

Desarrollo de pipeline comprobado mediante prospección de nuevas oportunidades

Se requieren habilidades de presentación en público y en reuniones claves de negociación con clientes.

Capacidad para aprender herramientas informáticas de uso interno (CRM Salesforce) y con capacidad para aprender y demostrar nuestros productos.

Posibilidad de viajar semanalmente al territorio (50% de los viajes al territorio)

Tener una base de clientes (usuarios finales) establecida en el territorio asignado es un plus

Los candidatos que buscamos debe tener base en Argentina. Los viajes serán dentro del territorio; sin embargo, se requerirán viajes aéreos ocasionales y viajes internacionales.

Reporting to the Regional Sales Director – Channel Sales Executive Team, the Channel Account Executive (Argentina) will be a dynamic individual who is knowledgeable and passionate about security solutions and is highly end user customer-focused and efficient. The successful candidate will focus their energies on creating demand with the End User community.

As a Channel Sales Executive you will be responsible for but not limited to the following: Promote and market Motorola Solutions Inc. Video Security & Access Control (VS&A) products and services within the assigned territory. The negotiation and closing of sales and execution of contracts for sales is handled by Motorola Solutions head office.

Support Motorola Solutions VS&A sales activities in the assigned territory by creating, nurturing, and responding to sales opportunities for VS&A's products and services with End Users.

Work closely with Channel Account Managers (Small Medium Business, Corporate Accounts, Enterprise), Distribution Channel Managers, Sales Engineers, Inside Sales Managers to close new opportunities.

Support the leadership team in establishing quarterly and annual sales objectives for the assigned territory.

Conduct sales calls, schedule local promotional work, and track sales activities with end user and distributor opportunities using Motorola Solutions lead and project tracking software

databases.

Provide information to prospective customers such as our pricing, terms of sales, and delivery methods.

Provide basic technical guidance and product training to end users to help them understand how to use our products.

Assist with the supervision of installations at end user sites, especially for key accounts, to ensure proper commissioning of the system and satisfaction of customer expectations and requirements.

Attend trade shows and other marketing events.

Participate in the development of training materials for our products.

Provide feedback about partner and end user requirements to Motorola Solutions Video Security & Access Control team as well as other departments to help develop product improvements and new product releases.

Maintain working knowledge of competitive offerings and compile data on competitive products and pricing.

Identify key surveillance market influencers in the territory, establish contact with them, and demonstrate to them the superiority and utility of our solutions.

Qualifications

2+ years of Video and Access Control security solutions sales experience

3+ years of customer-interfacing experience, preferably end users

Physical security solutions experience is an asset

Excellent analytical, verbal and written communication skills in both written and spoken English. An additional language will be a plus.

Strong technical acumen and ability to speak towards our products and solutions

Ability to accurately forecast revenue on a weekly, monthly, quarterly, and annual basis

Proven record of achievement in delivering sales results and developing collaborative relationships

Strong understanding of our go-to-market strategy and sales philosophy is required

Hunter mentality with the motivation for creating new customers/ sales

Time management skills are required, and candidates must have the ability to manage multiple priorities in a complex, fast-paced environment

Proven funnel development through aggressive prospecting

Exceptional presentation skills required

Strong computer skills with the ability to learn and demonstrate new software at a high level

Ability to travel weekly to territory (~75% of territory travel)

Having an established client base in the assigned territory is a plus

Seeking candidates must be based in Argentina. This travel will be within the territory; however occasional air travel and international travel will be required

Basic Requirements

2+ years of sales experience

Travel Requirements

Under 10%

Relocation Provided

None

Position Type

Experienced

Referral Payment Plan

Yes

EEO Statement

Motorola Solutions is an Equal Opportunity Employer. All qualified applicants will receive consideration for employment without regard to race, color, religion or belief, sex, sexual orientation, gender identity, national origin, disability, veteran status or any other legally-protected characteristic.

We are proud of our people-first and community-focused culture, empowering every Motorolan to be their most authentic self and to do their best work to deliver on the promise of a safer world. If you'd like to join our team but feel that you don't quite meet all of the preferred skills, we'd still love to hear why you think you'd be a great addition to our team.

We're committed to providing an inclusive and accessible recruiting experience for candidates with disabilities, or other physical or mental health conditions. To request an accommodation, please email <.

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