

Argentina Jobs Expertini®

Sr. Accounting Manager

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Company: Motorola Solutions

Location: Argentina

Category: arts-design-entertainment-sports-and-media

Job Description

Create, nurture and respond to sales opportunities and close sales orders for Video and Access Control Management Product Line.

Establish quarterly and annual sales objectives in coordination with Regional Sales Director.

Promote and sell Video Security products and services through direct customer contact within the assigned geographic territory.

Conduct sales calls, schedule "local" promotional work and regularly with discipline track sales activities with all channel, end user and distributors opportunities using Salesforce lead and project tracking software database.

Source, qualify, select and manage: MVADs (Motorola Value Added Distributors), Integrators, and VARs (Value Added Resellers). These must be proposed and reviewed with the Regional Sales Director.

Oversee and manage the sale of Videosecurity products and services within the specified territory.

Prepare proposals and quotes for prospective customers and provide them with published prices, and information regarding terms of sales and delivery dates. Discounts beyond the published price pages must be proposed and reviewed with the Regional Sales Director

Work on key deals to help define and oversee how our products are deployed.

Provide first level technical guidance to customers (end-users), integrators and partners.

Provide product and sales training to manufacturer representatives, integrators, and end-users to help them understand our products including how and when they should be used according to their specific application.

Supervise and manage installations at customer sites and in key accounts as needed in order to assure proper commissioning of the system and confirmation of customer expectations and requirements

Attend tradeshow and professionally participate in booth duty within the Motorola marketing team.

Participate in the development of training materials.

Feedback end user customer requirements to engineering and operations departments to help implement product improvements and new product releases.

Compile data on competitive products and pricing and report it back to head office, maintain working knowledge of competitive offerings

Identify key surveillance market influencers, establish contact with them, and demonstrate to them the superiority and utility of our products

Basic Requirements

Systems Engineer, Telecommunications or related studies (Diploma is a must)

Experience in sales of CCTV equipment, Access Control to end customers of banking, retail, logistics.

At least 5 years of experience as a sales manager

Technical skills of CCTV equipment, Access Control

Travel Requirements

10-25%

Relocation Provided

None

Position Type

Experienced

Referral Payment Plan

No

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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