

Job Role	Sales Director North America
Department	Sales
Location / Working place	USA

Missions

- Grow semiconductor business in North America
- Develop sales channel: Distributors and Sales Representatives
- Manage direct customers
- Identify and pursue design-in and design-win targets with a specific focus on IoT projects

Main responsibilities

- Identify, sign and lead sales channel partners to cover North America
- Establish sales strategy (application targets, account targets and penetration plans) together with VP Global Sales and meet/exceed objectives (design-wins, revenue)
- Generate forecast via corporate tools, track leads and opportunities via our CRM Hubspot and report activity & meetings
- Generate, manage, and close a consistent pipeline of new opportunities
- Full time interaction with channel partners, customers, customers' management, Company's management and support organizations to build & grow the business
- Utilize FAEs, product lines, and management to achieve fastest rate of design win success
- Identify the need for executive level interactions with customers and facilitate the establishment of these relationships.
- Manage, train and drive revenue success with our sales representative and distributor organization

Main interfaces

Internally

- Management Team
- Sales & FAEs
- PLMs
- Customer Service
- Quality

Externally

- Customers
- Distributors, Sales Reps and Partners

Requirements

Educational background / diplomas	Bachelor's degree in Electrical Engineering, Computer Science or Physical Sciences is required. MBA preferred.
Experience	<p>Proven track record selling solution based semiconductor products and/or security solutions to OEM's</p> <p>Experience recruiting and managing Distributors and Sales Representatives</p> <p>Proven record of meeting/exceeding quotas</p> <p>Experience selling security solutions for Internet of Thing applications to Industrial and other market segments.</p> <p>Background in security architectures, trusted systems and how symmetric and asymmetric key systems work.</p>

Skills	<p>Self-motivated individual with strong communications skills able to work independently with remote management</p> <p>Ability to convey complex value propositions to customers with varying levels of understanding.</p> <p>Success in negotiating complex contracts, pricing and working with legal teams from large corporations is a must</p> <p>Experience in working with customers at the executive management level</p> <p>Hands-on leadership ability and willingness to spend a majority of time in the field working directly customers and reps.</p> <p>Excellent written and oral communication skills</p> <p>Proficiency with CRM applications (Hubspot) and related tools</p>
Others	<p>International and Domestic Travel required up to 30%</p>