



Sales / Channel Account Manager– Antennas

Channel Account Manager

Location: Plano, TX, United States

Parsec Technologies, Inc. is a fast growing, U.S. based antenna company delivering next generation industrial antenna solutions for the Internet of Things. Parsec is now hiring an experienced technical sales person to join our team. The Sales Channel Account Manager will be responsible for managing large National Solutions Providers, Channel Partners, Distributors and VAR's. The person in this role will drive new sales and new partner relationships within Parsec's Industrial Internet of Things ecosystem.

Specific Key Responsibilities:

- Hunt and develop new opportunities with NSP's, Channel Partners, Distributors, and VAR network.
- Develop and implement partner training on antenna selection, performance and use case parameters.
- Must be able to motivate other sales people with an effective call to action.
- Report on sales activities, programs, and revenue progress by sales rep, NSP, region, etc.
- Execute on closing sales for all forecasted accounts
- Embrace a solution-driven approach to ensure we deliver the easiest and most friction free sales model.
- Be the antenna sales expert with our partners and customers
- Collect and synthesize input from all covered accounts and deliver a simplified message to management on ways to improve product, sales processes, support and operations.
- Ensure the sales strategy results in a differentiated and competitive solution for the intended target markets.
- Prioritize between long and short term challenges, problems and opportunities based on ROI and business rationale to drive sales priorities.

Specific Job Requirements:

- Minimum of 5 years documented technology sales experience.
- Knowledge of wireless technologies, 4G LTE, Wi-Fi, GPS and RF Engineering
- Strong ability to understand and teach both technical details and practical business application of how enterprises want to use a variety of networking and connectivity solutions.
- Must demonstrate strategic thinking and thought leadership, as well as have the



ability to lead initiatives through implantation.

- Critical thinking skills to make intelligent and defensible decisions in a fast paced environment.
- Excellent communications skills including ability to persuasively create and deliver presentations to senior executives, partners and customers.
- Travel typically 20-40%, and can vary.

General attributes:

- Passion for quality, market competitive cost and speed of delivery
- Strong integrity and accountability
- Strong team player and ability to build effective relationships

Education:

- Bachelor's degree in business or engineering related field preferred.

Language:

- Fluent in written and spoken English.

Offering:

Parsec Technologies, Inc. is offering a competitive salary, commission plan and yearly bonus. Medical, dental and vision insurance. Total of 3 weeks PTO in the first year.

EEO Statement All qualified applicants to Parsec Technologies, Inc. will receive consideration for employment without regard to race, religion, color, sex, age, disability or any other characteristic protected by law.

Send Resumes to: sales@parsec-t.com