



Vice President of Sales– Antennas

Vice President of Sales

Location: Plano, TX, United States

Parsec Technologies, Inc. is a fast growing, American antenna company delivering next generation industrial antenna solutions for the Industrial Internet of Things. Parsec is now hiring a proven sales leader to join our team as the Vice President of Sales. The VP of Sales will be responsible for managing all sales functions between sales related groups. Responsibilities include managing new revenue generation and growth, channel sales, partner relationships, sales engineering, inside sales and any and all sales areas related to the business. This role requires results oriented leadership with a proven track record of sales success, expert market knowledge and superior organizational leadership.

Specific Key Responsibilities:

- **MUST HAVE RECENT EXPERIENCE IN SELLING WIRELESS HARDWARE.**

Candidates must have prior multi-year experience in a senior sales position responsible for year over year revenue growth. Candidates must have documented success building sales teams, channels, and partner programs. Candidates must possess a minimum of 10 years of experience in a sales leadership position.

- Lead, inspire and direct the priorities of our sales team to deliver highly reliable products with unparalleled service and 100% satisfaction from customers.
- Devise and implement ground-breaking sales solutions which effortlessly solve complex business problems and are the envy of the antenna industry.
- Institute and automate processes and integrate systems designed to increase sales throughout all channels.
- Serve as the public face of sales to our customers, partners, and vendors.
- Self-confident in pursuit of your objectives for sales and Parsec Technologies.
- Must be able to motivate other sales people with an effective call to action and lead by example.
- Create and embrace a solution-driven approach to ensure we deliver the easiest and most friction free sales model.
- Develop and implement partner training on antenna selection, performance and use case parameters.
- Report directly to the CEO on sales activities, revenue generation, and partner programs with detailed forecasting and progress reports.
- Be the unparalleled antenna sales expert with our partners and customers.



Specific Job Requirements:

- Must demonstrate strategic thinking and thought leadership, as well as have the ability to lead initiatives through implementation.
- Must possess and access critical thinking skills to make intelligent and defensible decisions in a fast-paced environment.
- Strong ability to understand and teach both technical details and practical business applications of how enterprises use a variety of networking and connectivity solutions.
- Must have in-depth knowledge of wireless technologies and RF technology, including 4G LTE, WIFI, and GPS.
- Excellent communication skills including the ability to create persuasive presentations for sales teams, and partners.
- Travel: Typically 30%-70% and will vary.

General attributes:

- Passion for Parsec products and the industrial IoT marketplace.
- Strong integrity, honesty and accountability.
- Strong team player and ability to build effective relationships.

Education:

- Bachelors or Master's degree in business or engineering related field.

Language:

- Fluent in written and spoken English.

Offering:

Parsec Technologies, Inc. is offering a competitive salary, stock options, un-capped 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

