



JOB TITLE: Vice President of Sales – APAC

DEPARTMENT: Sales

SUMMARY:

Quake Global is seeking an experienced and dynamic **Vice President of Sales APAC** to lead our efforts in expanding our **industrial telematics** modem product line across the global market. The VP of Sales will be responsible for significant business growth by developing and managing both direct and indirect sales channels, closing deals directly with end-customers and the management of a sales team. This role involves setting strategic sales goals through a written sales plan, collaborating with senior management on marketing and sales activities, and ensuring the achievement of revenue targets.

**This position is based in San Diego, CA.
Bilingual in English/Japanese is required.**

DUTIES AND RESPONSIBILITIES:

- Strategic Sales Development: Identify and pursue new industrial telematics sales opportunities through industry research and potential account identification.
- Sales Strategy Execution: Develop and implement robust sales strategies in collaboration with the executive team to create a substantial business pipeline, capitalize on growth opportunities, and enhance brand and product visibility.
- Sales Cycle Ownership: Manage the entire sales process from lead generation to deal closure.
- Technical Expertise: Understand and convey technical product information, providing detailed explanations and addressing customer inquiries.
- Competitive Analysis: Analyze and summarize competitor products, activities and market trends to identify sales opportunities.
- Industry Knowledge: Stay informed about industry developments and product advancements, regularly updating senior management with monthly business activity reports, market trends, competition, and sales initiatives.
- Lead Generation and Management: Generate new and repeat sales leads through product knowledge, technical insights, and exceptional customer service.
- Proposal and Contract Management: Develop customer sales proposals, pricing quotes, and bid support documents, managing contracts through to deal closing.
- CRM Utilization: Leverage CRM systems to track, manage, and analyze sales activities and trends.
- Networking and Events: Generate leads from industry trade shows and regional networking events.
- Quality Improvement: Maintain and improve sales quality by adhering to standards and recommending policy and procedural enhancements.
- Professional Development: Continuously update job knowledge through product study and participation in educational opportunities.
- Goal Achievement: Drive the sales team to meet departmental and organizational goals, provide senior management with monthly sales reports and explore opportunities for added product value.

SUPERVISORY RESPONSIBILITIES:

- Lead and mentor the sales team, providing guidance and support to achieve individual and team sales targets.

QUALIFICATIONS:

- Education: Bachelor's Degree in a scientific discipline from a four-year college or university; advanced degree preferred.
- Experience: Minimum 10 years of proven sales experience in the technology sector, with significant exposure to telecommunications or satellite industries being a plus.
- Sales Expertise: At least 10 years of experience in sales and business development, selling technology-enabled solutions to system integrators, M2M service providers, and OEM companies.
- New Business Development: Strong background in new business development, client relationship management, and sales forecasting.
- Achievement Record: Demonstrated success in achieving high sales rankings and recognition in previous roles, with a proven track record in OEM, agriculture, oil and gas, or vehicle telematics sectors.
- Leadership Skills: Assertive and intelligent team player with the ability to lead, identify, and close business opportunities.
- Technical Proficiency: Comfortable discussing a broad range of products and technologies, with the capability to interact effectively with highly trained technology professionals.
- Communication Skills: Excellent speaking, written communication and listening skills.
- Problem-Solving and Negotiation: Developed problem-solving abilities and strong negotiation skills.
- Sales Cycle Management: Comprehensive knowledge of the sales cycle, including account tracking, sales activity forecasting, and regular reporting to management.
- Multitasking: Ability to manage multiple opportunities simultaneously at various stages of the sales cycle.
- Prospecting and Closing: Proven proficiency in prospecting new accounts and closing orders.