



China-Taiwan

VP of Sales, China-Taiwan

NEXT Biometrics manufactures fingerprint sensor modules based on the patented *NEXT Active Thermal™* principle. Its sensors are used in a wide scale of solutions and by many manufacturers, including 1st tier manufacturers like Dell and Fujitsu.

NEXT Biometrics is looking for a new colleague to join for the position of **Vice President of Sales – China and Taiwan**. We are seeking a self-motivated professional who will be responsible for selling NEXT portfolio of products and solutions to prospective customers in the area.

This position is based in China with location that could be the NEXT Biometrics office in Shanghai or home office from Beijing or Shenzhen. The role is part of Sales organization and reports to NEXT Chief Sales and Marketing Officer.

The position includes the management of a small FAE and sales team and the responsibility of Country Manager.

Responsibilities

Manage the Sales Process for the region and deliver the sales objectives as pre-defined

- Conducts sales activities for NEXT in the attributed Territory, focused at Smart Card, Access Control and Government ID market segments
- Develops new channel partners (distributors, VARs, Agent) in target geographical region and market segments
- Identify key Solution Integrator and close partnerships
- Develop and implement customer account strategy
- Develop relationship with local payment schemes
- Communicates market information to other departments in NEXT to help define the strategy and go to market
- Recommends to management and marketing product positioning, implement the value proposal in order to optimize overall product margins
- Work closely with NEXT customer service and implement specific customer and channel programs to continually increase customer satisfaction.
- Contribute to prepare presentations for specific market segments, customers and training material for distributors and VARs
- Organizes and represents NEXT at exhibitions and distributor events
- Forecast sales within territory and report monthly
- Understand the ecosystem for each of NEXT's chosen markets.

Qualifications

- Experience in selling hardware and software solutions
- Experience in selling to smart card, government and access control verticals
- Must have knowledge of security and/or network solutions
- Consistent track record of meeting and exceeding sales quotas
- Team player who is motivated, pro-active with a positive attitude towards goals achievement



- Strong communication, presentation, negotiation skills and ability to effectively represent the company in a variety of settings and positively influence and gain the trust of NEXT Biometrics customers and across the Company
- Enjoys fast paced, energetic environment
- Strong technical aptitude with the ability to understand technology products and interface with field application engineers
- Innovative thinker and problem solver
- Outstanding commitment to customer service and quality
- Proactive and self-driven with a can-do attitude
- Computer Skills: Standard Microsoft Office Competency, Salesforce.com

Education and Background

- 10 + years of experience
- Bachelor or Master degree in engineering or business school
- Proven evangelical sales track record in a new product/new market environment
- Ability to work collaboratively with colleagues and staff to create a result driven, team-oriented environment
- Experience with a specific sale methodology, sales funnel management
- Capacity to assume more significant executive responsibilities over time
- Experience with biometrics is a plus

Travel Requirements

Travel will be required both domestically and internationally

What we offer

- Competitive compensation
- Company laptop
- Working in a global technological start-up, in friendly, collaborative environment

Apply at:

[**NEXT Biometrics VP of Sales, China-Taiwan**](#)

NEXT Biometrics is committed to the principle of equal employment opportunity for all employees and to providing employees with a work environment free of discrimination and harassment. All employment decisions at NEXT are based on business needs, job requirements and individual qualifications, without regard to race, color, religion or belief, national, social or ethnic origin, sex (including pregnancy), age, physical, mental or sensory disability, HIV status, sexual orientation, gender identity and/or expression, marital, civil union or domestic partnership status, past or present military service, family medical history or genetic information, family or parental status, or any other status protected by the laws or regulations in the locations where we operate. NEXT will not tolerate discrimination or harassment based on any of these characteristics. NEXT encourages applicants of all ages.