



Taipei - Taiwan

Sales Manager –Asia (Japan, Taiwan, Korea, South East Asia)

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' solution typically consists not only of hardware, but also several layers of software: firmware, drivers, SDKs and in some cases also applications. NEXT Biometrics is looking for a new colleague to join for the position of Sales Manager – Asia. 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 NEXT Biometrics office located in Taipei but candidates working remotely from a Japan Home Office will be considered as well. The role will be part of Sales organization and will report to NEXT VP Sales Asia.

Position Description

Manage the Sales Process for the region and deliver the sales objectives as pre-defined. Accountable for all NEXT market segments

- Responsible for the entire sales cycle, from customer identification and qualification to negotiating and closing a deal
- Identify end customers and channels to reach end customers
- Develop revenue growth strategies and develop and manage key programs/processes to achieve goals, objectives and financial targets.
- Have full accountability for area revenue management, sales forecasting and reporting.
- Drive successful integration and sales of fingerprint readers into various sub segments of the Access Control market segment and Government segment

Supervisory Responsibilities: None

Qualifications:

- Experience selling hardware and software solutions
- Experience selling to smart card and/or note book industry
- 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/or Experience:

- 5-7 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

Apply at:

[Sales Manager-Asia \(Japan, Taiwan, Korea, South East Asia\)](#)

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.