



Any Location/Bellevue- United States Sales Manager

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 **Sales Manager – NORAM (US and Canada)**. 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 Bellevue(WA) but candidates working remotely from Home Office will be considered as well. The role will be part of Sales organization and will report to NEXT Chief Sales and Marketing Officer.

Responsibilities

Experience selling hardware and software solutions with a focus on biometric implementations in Access Control segment.

- Must have knowledge of security and/or network solutions
- Consistent track record of meeting and exceeding sales quotas.
- Team player that is motivated, pro-active with a positive attitude towards goal 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 engineering.
- 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
- Experience with smartcards and payment systems is a plus
- Knowledge of Android, Windows and Linux required to sell the product is a plus.



Travel Requirements:

Travel will be required both domestically and internationally (Canada)

Apply at:

[NEXT Biometrics Sales Manager US](#)

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.