

Byte

<https://www.byte.eco/job/23964/>

EPIC Field Sales Account Manager US

Description

Team Overview Join a small but seasoned team of sales account managers responsible for selling our EPIC tag ICs into a global ecosystem of UHF RFID inlay bonders, service bureaus and end-users. The specific focus for this position will be ecosystem partners in the larger North America territory. What you will do: Alongside our Senior Sales Director, work closely with our North America ecosystem to sell and deploy robust, customized item-intelligence solutions. Pair with our Field Application Engineer (FAE) to raise awareness of our EPIC product portfolio and provide support in the industrialization of their intelligent labels. Work closely with business development, product management and marketing teams to generate brand awareness with end-users within key vertical markets and develop company visibility into market needs and demand. Provide near- and long-term forecasts for sales region. Support marketing programs & trade shows. Maintain open communication and collaboration with entire EPIC team and our corporate office in Seattle. Influence senior customer executives and decision makers. Travel: 40-50% of time What you will bring: Minimum 5 years of experience in a technical sales or business development role, preferably RF/wireless. Progressively successful sales experience, delivering system and/or enterprise-level technical solutions. Demonstrate the ability to quickly develop an understanding of the RFID ecosystem from End Users, SI, Service bureaus to Inlay manufacturers. Possess strong analytical, negotiation and interpersonal skills. Demonstrated ability to work independently and produce results in the field while maintaining strong communication with corporate-based employees. Team-oriented approach to business. Willingness and ability to travel extensively, including worldwide travel. Ability and willingness to fully utilize our corporate online customer relationship management tool (Salesforce.com) to assist in managing their region. Excellent oral and written communication skills. Compensation and Benefits: The benefits listed below may vary depending on the nature of your employment with Impinj and the country where you work. The typical base pay range for this role across the US is \$99,000 - \$151,000. Individual base pay depends on various factors such as complexity and responsibility of role, job duties, requirements, and relevant experience and skills. Both market wage data and the mid-point of the pay range is reviewed and used as the starting point for all new hire offers. Offers are made within the base pay range applicable at the time. At Impinj certain roles are eligible for additional rewards, including merit increases, annual bonus and stock. These awards are allocated based on individual performance. In addition, certain roles also have the opportunity to earn sales incentives based on revenue or utilization, depending on the terms of the plan and the employee's role. US based employees have access to healthcare benefits; a 401(k) plan and company match among others. For a more comprehensive list of US employment benefits, click [here](#). Please mention the word **PERSEVERE** and tag RMy4yMzUuNjQuMTM4 when applying to show you read the job post completely (#RMy4yMzUuNjQuMTM4). This is a beta feature to avoid spam applicants. Companies can search these words to find applicants that read this and see they're human.

Contacts

Job listing via [RemoteOK.com](#)

Hiring organization

Impinj

Job Location

Seattle, Washington, United States

Base Salary

\$ 65000 - \$ 110000

Date posted

June 12, 2024

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