

## MAJOR ACCOUNT MANAGER, RETAIL / HEALTHCARE (REMOTE)

We're looking for the next **POSIFLEX CHAMPION** to win over the hearts and minds of the top-tier Retail & Healthcare major accounts in the US! Are you resourceful, tech-savvy, self-driven and looking for the next big career challenge? Apply now to become an integral part of this technology sales team. This is a remote position.

### ABOUT POSIFLEX

At Posiflex, we're building the future of transaction technology. We bring together a passion for design and engineering, with our own manufacturing facilities to build products with unrivaled quality. You will find our products in Retail & Retail / Healthcare, Gaming & Entertainment, Fintech, Security & Logistics, and Digital Healthcare.

### THE POSIFLEX SALES TEAM

The POSIFLEX Sales team wins, maintains, and extends relationships with major accounts and top-producing technology resellers. We leverage hard-work, as well as smart-work to get the job done. Our channel partners consist of distributors (VAD's), software manufacturers (ISV's) and Value-Added-Resellers (VAR's). We also have long-term relationships with several major accounts giving our team a solid foundation for continued growth.

### ABOUT THE ROLE

The Major Account Manager (MAM), Retail / Healthcare will own the sales process from initial lead to closing and should be comfortable communicating at all levels of technology decision makers including technicians, IT managers, department managers and CEO's. The MAM reports to the Vice President and will work closely to generate leads, prospect, and manage new major accounts within the assigned industries. The MAM will have full adoption of systems, tools, and process so that the organization maintains transparency into key operating metrics. The MAM will be expected to execute sales strategies and generate revenues by identifying major account projects, aggressively developing sales opportunities, and working with internal teams to ensure that the customer is purchasing the products and services that best meet their organizational goals.

### WHAT YOU'LL DO

- Manage all sales activities by developing productive, professional, and cooperative relationships with Retail & Healthcare major account end users.
- Ensure profitable growth in sales, and generate revenue at assigned quota levels, through planning, execution, and collaboration with your support team.
- Identify business opportunities and provide complete project information including strategy.
- Actively participate in trade shows and developer conferences to promote our products & services.
- Conduct on-going sales forecasting.
- Utilize Salesforce to follow internal processes for Leads, Opportunities, to maintain a Pipeline and update key partner data.
- Other duties as assigned.

#### WHAT WE'RE LOOKING FOR

- Ability to thrive in an entrepreneurial work environment.
- Effective, professional communication and presentation skills.
- Ability to accurately forecast future sales volumes.
- Ability to build relationships with peers, cross-functional counterparts, and upper management: Your success depends on their support.
- Experience managing different personalities and quickly resolving unproductive conflict.
- Ability to plan and execute sales calls and presentations to customers to include capturing business from competitors.
- Ability to plan and execute business travel for maximum impact. Approximately 50-60% travel as business requires.
- A Bachelor's degree or equivalent experience is preferred.
- Extensive experience in business-to-business technology sales is required. Knowledge of the technology requirements of the target markets is preferred.
- A valid driver's license with a clear motor vehicle report is required.

#### WHAT WOULD MAKE YOU A FIT?

- Integrity: You take pride in doing the right thing even when nobody is looking.
- Technology: You have knowledge and experience using technology and a strong appreciation for how technology is changing the landscape. You have direct experience selling technology or services.
- **Skilled Communicator:** You know what to say and can communicate at a very high level whether to one person or a group of forty.
- Determination: Able to diagnose and solve complex problems on the fly using critical thinking and persuasion.

#### COMPENSATION

- Competitive Salary and Commission
- Best-in-class Benefits (medical, vision and dental)
- Flexible Paid-Time-Off