

Job description

Regional Sales Director – Anoto, Inc. (exact title to be based on experience):

Regions: Northeast, North Central, West, and Canada

Responsible for the overall sales strategies and results of a major geographic region. Plans and directs all sales activities including planning, partner recruitment and training, enterprise sales calls and implementing forecasts. This position requires extensive AV and 2 tier I.T. channel experience with a focus on display and UC technologies.

Specific Duties:

- Ability to work independently with limited direction in a fast-paced entrepreneurial environment; must be a high-energy, motivated self-starter
- Develop executive level relationships within all aspects of their customer base (partners and end user customers).
- Achieve revenue targets and goals in line with company objectives
- Sells to new and/or current customers in an assigned region to achieve or exceed sales metrics
- Prospects for prospective customers and partners to uncover opportunities and perform sales presentations to match company's products and identified needs
- Coordinates account resources with representatives from marketing, sales engineering, and development
- Able to transfer knowledge of all Anoto products to facilitate sales effort
- Maintains sales records, forecasts and prepares sales reports as required
- Provides follow up with customers to ensure high levels of customer satisfaction
- Understand competition in region and general business climate
- Ability to travel 50-75% and work remotely in a UC environment

Desired Skills and Experience:

- Proven, consistent over achievement of sales quotas – exceeds customers' expectations
- Extensive AV and 2 tier I.T. channel experience with a focus on display and UC technologies.
- Ability to champion the voice of the customer and deliver high customer satisfaction.
- Extremely high energy level – 55+ hour work weeks
- Highly motivated sales starter and ability to work independently
- Excellent written & verbal communication skills
- Excellent presentation skills
- Ability to learn new technologies quickly
- Impressive ability to find ways over, under, around & through barriers
- Extremely sensitive & adaptive to both stated and unstated customer needs
- Ability to manage multiple objectives, tasks and clients
- Ability to prospect and qualify potential accounts
- Ironclad integrity

Education & Sales Experience:

- Bachelor's degree or equivalent experience in business or sales management
- Minimum of eight to ten years selling experience in AV, UC or display sales, preferably in a 2-tier distribution model.

Please forward resume/bio to: HR-US@anoto.com

About Anoto Group:

Anoto Group AB is a global leader in digital writing and drawing solutions. Its technology platform and branded products enable high-precision pen input on nearly any surface --- from capturing and digitizing handwritten notes and business forms on paper to designing, creating and collaborating directly on large interactive displays, whiteboards, and walls up to 24 feet. Our digital writing and drawing solutions enable fast and efficient capture, transmission, distribution and storage of digital data.

For more information check out www.anoto.com or these informative product videos:

<https://www.youtube.com/watch?v=jNpWC1x0HOA&app=desktop>

<https://www.youtube.com/watch?v=a56pxiSBKrl>