

CETECOM (www.cetecom.com) is a leader in the wireless communications and banking/mobile payment testing industry with test labs in the US, Europe and Asia. Our clients are some of the most well-known and influential companies in these fields both inside and outside Silicon Valley.

For our team at our location **Milpitas, CA** we are looking for a

Major Account Sales Representative

in fulltime.

The Major Account Sales Representative consistently achieves and/or exceeds targets and works well both individually and as part of a team.

Your Responsibilities:

- Consistently achieve or exceed revenue performance targets – monthly, quarterly, and annually
- Create and manage territory plan and detailed account plans for top tier customers
- Work closely with marketing, engineering, operations and the senior leadership team to both determine new approaches to achieving breakthrough performance and to win and grow large accounts
- Establish short and long-term goals in line with sales quota and corporate objectives
- Contact prospective customers to determine needs and perform sales presentations to match company's services with identified needs
- Prospect and develop business, respond to RFPs, and develop proposals
- Maintain sales records and prepares sales reports as required
- Provide follow up with customers to ensure customer satisfaction
- Maintain a 90 day rolling forecast
- Understand competition in region and general business climate
- Possess and continually develop and maintain the strongest of skills through advanced training, study and work experience; also continually work on being self-taught as formal training in emerging technologies may not exist
- Perform other duties as assigned

Job Requirements:

- Minimum 5 years selling experience & strong drive to improve selling skills
- Consistently meets or exceeds targets – proven top performer
- Bachelor's degree – technical background helpful, but not necessary
- Experience in radio technologies including cellular (GSM, GPRS, UMTS, LTE, etc.), Wi-Fi, Bluetooth, GPS, etc.
- Certification knowledge (GCF/PTCRB/R&TTE/FCC, etc.) and knowledge of carrier compliance directives and mobile devices will be helpful
- Experience with Salesforce CRM
- Integrity and ability to maintain confidential and sensitive information
- Travel up to 35%
- Excellent communications and interpersonal skills
- Sense of humor and enjoyment of your work



We offer competitive salary along with an excellent benefits package including medical/vision/dental/disability/life insurance, 401(K) plan with matching, tuition reimbursement, a generous PTO plan, paid holidays, and more.

For consideration, please submit your resume to HR: us-hr@cetecom.com

