



Account Manager

KORE Wireless – Alpharetta, GA

Are you a driven sales professional who thrives on results? If you are an experienced sales professional, with a successful selling track record, then you may be the person our team needs. We are seeking a talented, customer-focused professional to join our team in Alpharetta, GA as an **Account Manager**.

This is a unique opportunity to identify and cultivate new service opportunities for the sale of KORE wireless network services, across all geographic locations, supported by the KORE network. This role will represent the company professionally, leading to the identification of qualified prospective customers which in turn will lead to closed business for KORE.

KORE is truly an International leader delivering connectivity in all seven continents and has been recognized as a Connected World Top 100 Company. We offer the opportunity to be part of the largest independent machine-to-machine (M2M) network services company in the world. The M2M market has worldwide revenue growth projections in excess of 20% per annum with a billion connections forecasted by 2020. It is likely that M2M will touch everyone's life every single day and in many ways - from applications ranging from connected vehicle applications to managing smart household appliances to managing your health and the cost of your utilities.

Responsibilities of this position include:

- Representing the KORE brand in a professional high integrity manner at all times
- Identifying and qualifying new prospects through a combination of following up on in-bound (lead) inquiries and outbound calling campaigns and cold calling
- Responsible for qualifying prospective opportunities and capturing all relevant information that is passed to a Direct Sales Representative or the Territory Sales Manager in the associated geography
- Developing and executing a sales plan to maximize sales opportunities for all KORE service offerings across all geographic locations
- Establishing and sustaining commercial relationships in line with KORE values

- Ensuring that all prospects', technical and commercial requirements, are fully understood and communicated internally using established communication protocols including lead management via Salesforce.com
- Meeting specific performance targets including prospecting calls, NDAs executed, lead follow-up and qualification, creating and managing marketing campaigns, and communicating that activity
- Learning industry standard CRM tool, Salesforce.com, to easily reflect all activities
- Developing and maintaining effective relationships across KORE and in particular the KORE Territory Sales Management, Business Development, and Direct Sales Teams
- Understanding and concisely articulating the market position and value proposition of KORE and execute on a strategy that works to set KORE apart in the competitive landscape

Skills and Qualifications:

- Results orientated
- Bachelor's Degree in Business Administration or equivalent experience
- Excellent command of the English language, both oral and written
- Strong organizational skills with a demonstrated ability to prioritize and multi-task
- Strong interest in and ability to learn new technology
- Experience in the sale of value-added services or customer relations is preferred

Please apply by emailing your resume to careers@korewireless.com. We appreciate the interest of all candidates but only those individuals selected for an interview will be contacted.

KORE provides equal employment opportunity for all persons, in all facets of employment. We maintain a drug-free workplace and perform pre-employment background checks.