



National Account Manager

KORE Wireless – Alpharetta, GA

Are you a sales leader with M2M or related industry experience? If you have an understanding of wireless communication and internet sectors then you may be the person our team needs. We are seeking an experienced seeker and seller of solutions to join our team in Alpharetta, GA as our **National Account Manager**.

This is a unique opportunity to gain experience in the fastest growing technology field. The role of our National Account Manager is to provide integrated business solutions to our existing and potential customers, develop collaborative relationships, and contribute to a productive and efficient team.

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:

- Develop collaborative relationships with various stakeholders
- Conduct presentations for existing and potential customers
- Prove to be a productive and efficient team member
- Offer integrated business solutions to existing and potential customers
- Identify, discover, and pursue potential customer opportunities
- Develop effective service level agreements
- Manage existing business relationships
- Maximize sales penetration and grow business

Skills and Qualifications:

- Familiar with GPRS/GSM/1xRTT and SMS messaging wireless technology
- Successful history of solution selling
- Work well under pressure as part of a team
- Familiarity with Microsoft Excel, Word and PowerPoint
- Able to effectively manage internal and external communications
- Able to assess problems and provide alternative solutions
- Able to work independently
- Demonstrates our core competencies of customer focus, integrity, initiative, innovation, collaboration and results orientation
- Legally eligible to work in the United States

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.