

Auto ID Sales

CardCom is a leading Auto ID manufacturer of hardware solutions for magnetic stripe, bar code and smart card applications. From age verification, electronic cash transactions, telecommunications and new emerging applications, we offer hardware configuration to satisfy any set of requirements. CardCom is looking for a highly self-motivated individual with ambition to grow with an established and aggressive company in our Buena Park, CA office. The time is right for the selected person who is looking for a career opportunity for advancement into senior position.

Position Profile/Responsibilities:

The Sales Associate will be responsible for managing all aspects of the relationship with Channel Partners and Corporate accounts. Responsibilities include:

- Achieving corporate, sales and marketing objectives with target accounts, on schedule;
- Understanding all relevant aspects of the customers' business and organization to best achieve maximum business potential with each account;
- Communicating seamlessly between CardCom and its customers to ensure optimal alignment and the capture of all prospective business opportunities with the account;
- Establish a clear strategy and set of goals and plans for our relationship with each account;

Skills / Experience Required:

Summary

- Direct Sales into Fortune 1000 Co
- Strong Knowledge of POS Retail and other vertical markets (Hospitality/Government)
- Auto ID/Data Capture magnetic stripe and bar code readers device
- Mobile Computing and Age Sensitive Products
- Target Account and Solution Selling
- Forecast and Quotas
- Travel 15% - 20%

Detail

- Strong knowledge and experience in the Retail POS, Auto ID industry, Data Capture Handheld
- Device, Bar code and Magnetic Stripe Readers, Wireless Appliances, Hospitality, Government and Service industries.
- Ability to determine strategy and tactical plans that deliver tangible results.

- Success in a start-up environment; ability to thrive in a very dynamic workplace.
- Strong presentational and interpersonal skills; ability to manage people.
- Success selling to Enterprise/Fortune 1000 corporations on a repeated basis.
- High energy level, ability to initiate and drive opportunities.
- Proven track record in managing multiple opportunities and ability to negotiate & close complex deals.
- Innovation and leadership by example are highly desirable.
- Strong abilities in prioritizing, multi-tasking, and working under pressure.

Competitive package to include Base Salary, Bonus, Medical, Dental, and PTO.

APPLY NOW:

We are asking all potential candidates to please e-mail your resume to
Ashley@cardcom.com

Thank you for your interest in our company. We will get back to those selected candidates as soon as possible.