

Job Title: Senior Account Manager

Location: Remote / South East

Job Category: Sales | Status: Full-time Employee

Salary/Wage: Base Salary + Commission Based on Qualifications (Negotiable)

About RMS Omega

At RMS Omega Technologies, we're passionate about improving outcomes through strategic technology solutions. We are a leading systems integrator of advanced tracking and automated data collection solutions utilizing RFID, mobile data collection, barcode printing, scanning and wireless RF networking. If these types of technologies excite you, we would love for you to join our team.

Job Description

We are looking for a qualified sales representative, preferably in the South East Region, to join our growing team. As a Senior Account Manager, you will help us sell the products, services, and solutions that our customers have grown to rely on. The right candidate will have a strong understanding of the solutions sales process and excel at following up on leads, building relationships, and closing deals. The ideal candidate must be a quick learner with strong negotiating skills and have the ability to showcase our offerings in a compelling way. Often tasked with giving presentations, attending networking events and trade shows, our sales representative must have excellent communication skills and always be personable and professional.

- Represent our company's products, solutions, and services, starting with a deep and comprehensive understanding and following with consumer research to identify how our solutions meet the customer's needs.
- Meet monthly and annual sales budget through the successful implementation of sales/marketing strategies and tactics.
- Develop and implement territory action plan through comprehensive data analysis, and adjust sales techniques based on interactions and results in the field.
- Maintain working relationships with existing clients to ensure exceptional service and identify potential new sales opportunities.
- Identify appropriate prospects, set appointments, make effective qualifying sales calls, and manage sales cycle to close new business in all service categories offered.
- Possess in-depth product knowledge of all AIDC (Barcode) and RFID manufacturers offerings and be able to conduct demos alongside our System Engineers.
- Achieve sales goals by assessing current client needs and following a defined selling process with potential buyers, often utilizing product demos and presentations.
- Coordinate with other sales reps to ensure company quotas and standards are being met, performing market research and regular competitor monitoring with the assistance of Marketing.

Requirements

- Excellent communication, interpersonal, problem-solving, presentation, and organizational skills
- Personal integrity
- Proficiency with Microsoft Office Applications
- Experience with CRM Systems, Sugar CRM a plus
- Eager to learn about new technologies
- Willingness to travel
- 3-5 years in sales within an AIDC, RFID, technology setting
- Knowledge of the Zebra and Honeywell mobility product portfolio is a plus
- Understanding the Solution Sales Process
- Proven success rate at levels above quotas
- Ability to balance persuasion with professionalism

Education

- A bachelor's degree or equivalent work experience

Benefits & Compensation

- Competitive compensation and benefits package commensurate with experience, including:
 - Dental and Vision Insurance
 - Short- and Long-Term Disability
 - Life Insurance Contribution
 - 401(k) Match
- Health insurance coverage
- Flexible PTO including holidays and sick time

If you want to help organizations large and small, design, deploy, manage, and service RFID, barcode, data collection, wireless, mobility, and location technology, you've come to the right place. To apply, please submit your resume, cover letter, and salary requirements.

All applicants must be authorized to work in the United States.

To inquire, please email careers@rmsomega.com.