

Job ID: 245RK
Job Title: Sales – Hunter Type
Degree Requirements: Bachelor’s Degree
Years of Experience: 1 - 3
Type of Position: Direct Hire
Location: Northeast Atlanta, GA area
Travel Required: 30% + Domestic & International

Our international client has an **IMMEDIATE NEED** for a Sales person who has a Hunter personality, experience, and expertise. You will be developing new clients and managing present clients in the Automation, Access Control, EMV Contactless Payment Systems, ID Card Identification, Healthcare, Supply Chain, Secure Object Identities, Libraries, as well as other arenas. Product training will be provided on an ongoing basis.

The position has a base salary with commission. The client is committed to growing business as well as the position’s compensation.

This client takes a European, long term view of employer / employee relationships.

The **MUST HAVE REQUIREMENTS** for this position are:

- * A Hunter Sales mentality
- * Sales Experience
- * Bachelor’s Degree
- * Use a Question Based Sales methodology

PLUSSES in this position are:

- * A technical background
- * Prior experience selling technical products

Reporting to the National Sales Director, the **RESPONSIBILITIES** include but are not limited to:

- * Developing new business channels & selling to **Technically Minded** personnel
- * Develop & employ multiple avenues of building sales pipelines
- * Manage client expectations during the sales cycle
- * Close follow up after the sale
- * RFID experience
- * Develop client solutions

If you meet these requirements and wish to be considered for this position, send your résumé to us in a Word document at Resumes@PinnaclePlacementGroup.com mentioning the **Job ID** and the **Job Title** in the subject line of your email.

In your email or cover letter, please provide us a short narrative detailing your experience and expertise as it applies to this position. Also, please provide us with your *MINIMUM* salary requirements.

KEY WORDS: Sales, Business Development, RFID, Motorola, Automation, Access Control, EMV Certification, EMV Contactless Payment Systems, Payment Systems, ID Card Identification, Healthcare, Supply Chain, Secure Object Identities, Libraries, Europay, MasterCard, Visa, Integrated Circuit Cards, IC Cards, Chip Cards, POS Terminals, Automated Teller Machines, ATM’s, Technical Sales, Bachelor’s Degree, Barco, Sensormatic, Ingenico