

ABOUT GEMALTO

Gemalto is the world leader in digital security with annual revenues in 2015 of €3.1 billion and more than 15,000 employees operating out of 118 offices and 27 R&D centers, located in 49 countries.

We are at the heart of the rapidly evolving digital society and a third of the world uses our products. Gemalto's digital solutions ensure that people communicate, travel, shop, bank, entertain and work safer and easier.

In North America, our customers span across these market segments and include Verizon, Amazon Web Services, Department of Defense, Audi and Microsoft. We have tremendous opportunities and growth potential within all segments, including EMV, NFC and the Internet of Things.

Learn more about us by watching this short [animation](#).

JOIN US

We can offer you a dynamic career in a friendly, diverse international work environment where your contribution is highly valued.

WHY GEMALTO?

- 94% of our employees think that Gemalto is a Great Place to Work.
- We have a multitude of awards in innovation, marketing, business, quality of our solutions and our people.
- We have a Business Innovation Garage (BIG)

SALES ACCOUNT MANAGER

Location: Southeast or West Coast, U.S.A.

As a Sales Account Manager for the Government Programs team located in the US, you will promote and position Gemalto's robust portfolio of highly secure products and solutions into State Governments. Your success in this endeavor will secure the digital lives of millions of people.

A week in the life of a Sales Account Manager:

- You will develop and implement local and global sales strategy for the US State and Local Driver License and ID markets.
- You will maintain and expand the business scope for dedicated customers based on set individual objectives, strategic country planning and global strategy.
- You will conduct actions to ensure and improve customer satisfaction.
- You will act proactively to detect and create opportunities, identify and acquire potential customers, using internal tools to promote Gemalto's products.
- You will collaborate closely with our bid team to set up tender response strategies.
- You will provide feedback and input to our internal marketing and solutions teams on relevant account and market information.
- You will develop, propose, and implement strategic planning for each assigned account in line with Gemalto's sales strategy.
- You will provide oversight on State legislation that can impact the contracting process.

Knowledge, Skills and Experience:

- **To succeed at this job, you must have:** strong IT solutions sales skills specifically in the government market, good business analysis and mid-term vision, strong negotiation skills, knowledge of high-tech markets such as identity management and biometrics, marketing analysis skills and experience with Microsoft Office tools.
- **It would be preferred if you have:** experience in the US Driver's License market and experience dealing with lobbyists.
- **You must be** fluent in English.
- **We would like someone to join our team who is** a team-player, able to maintain a good relationship with top managers and government officials, organized, persistent, autonomous, a strong leader, goal-oriented, a strong written and verbal communicator and willing to travel frequently.
- **You must have** a Bachelor's Degree in Business Administration, Engineering or a related field.
- **You must be** a U.S. citizen per CFIUS requirements, dual citizenship is not accepted.
- **We are looking for someone with** 5 – 8 years of experience in solution sales.

Application Process

- Apply now before this career opportunity is filled. We look forward to reading your CV!

so you can suggest and develop your ideas.

- Our employees come from 116 countries.
- We provide training, promotion from within, cross-cultural and interbusiness mobility.
- You can contribute immensely to making the internet a safer place!

Employees are required to perform the duties of this position, or any Gemalto position, in compliance with all company policies, procedures, practices, and processes, whether written or verbal, which Gemalto, in its sole discretion, may change periodically, including, but not limited to, those implemented to ensure product, physical plant, information systems and technology security, along withal federal, state and local regulations and public policies. Protect Gemalto assets from unauthorized access, disclosure, modification, destruction or interference. React and help resolve security events or security risks reported by employees. Ensure responsibility is assigned to the individual for actions taken.

Gemalto is an Equal Opportunity and Affirmative Action employer. It is our policy to provide equal employment opportunity for all employees and applicants without regard to race, color, age, religion, sex national origin, marital status, physical or mental disability, sexual orientation, veteran's status, or other protected group status. We support and apply this policy through a program of affirmative action. This includes special efforts to employ and advance within our organization, qualified members of protected groups. Applicants may request reasonable accommodation to participate in the hiring process. Answers to application questions will be used for applicable, job-related purposes only.