

ABOUT GEMALTO

Gemalto is the world leader in digital security with annual revenues in 2016 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: Remote in Virginia or DC area

As a Sales Account Manager for the Government Programs team, you will develop and implement local and global sales strategy for dedicated US 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 also conduct actions to ensure and improve customer satisfaction and act proactively to detect and create opportunities, identifying and acquiring potential customers by using internal tools to promote Gemalto's products. You will develop a pipeline and achieve sales forecast for Gemalto's biometrics and document reader portfolios into assigned territories in state and local government markets. You will also prepare the Bid Management phase, being accountable as described in the Pipeline process.

A week in the life of a Sales Account Manager:

- You will be the primary sales interface for the assigned accounts, including business and administrative coverage.
- You will own Account Planning Session (APS) & Bid Business Opportunity Review (BOR) preparation and will receive support from Field Marketing.
- You will interface with various resources within the Business Units to ensure the customer needs are fully addressed and that appropriate resources are allocated in due time to the account.
- You will ensure the overall customer satisfaction; building and following the relevant recovery plans.
- You will ensure consistency between the different local commercial approaches on Gemalto's level in order to achieve both short to long term business result.
- You will establish high-level strategic relationships with the accounts, identify main contacts and decision makers, facilitate the creation of relevant relationships for the appropriate Gemalto resources.
- You will create and implement a follow-up process in order to monitor the customer action.
- You will collaborate closely with the Bid Manager to set up tender response strategies and Bid process deliverables, coordinate and manage tenders answer when a Bid manager hasn't been appointed.
- You will be accountable for all named accounts revenue streams.
- You will provide the accounts with product evolution inputs and roadmap definition.
- You will follow the project implementations and set up a crisis management plan if necessary.
- You will ensure that relevant Market information are communicated internally in Gemalto.
- You will develop, propose and implement strategic planning for each country/account, in line with Gemalto's sales strategy.
- You will identify new opportunities and position Gemalto as a key partner within the accounts.
- You will improve Gemalto's offering by creating venues and information sharing processes for efficient exchange of information about customers, competitors and industry.
- You will establish and maintain a clear status for all actor relationship on the market.
- You will create technical and sales synergies with third parties to enlarge the sales opportunities scope.

so you can suggest and develop your ideas.

- Our employees come from 117 countries.
- We provide training, promotion from within, cross-cultural and interbusiness mobility.
- You can contribute immensely to making the internet a safer place!

Knowledge, Skills and Experience:

- **To succeed at this job, you must have:** strong solution sales skills, good business analysis and mid-term vision, strong oral and written communication skills, negotiation skills, knowledge of the high-tech market, marketing analysis skills and good knowledge of Microsoft Office.
- **It would be preferred if you have** a Master's Degree in a relevant field.
- **You must be** fluent in English.
- **We would like someone to join our team who is** customer and business-oriented, interpersonal skills, able to create and maintain great relationships with top managers and government officials, diplomatic, organized, autonomous, persistent and a strong leader.
- **You must have** a Bachelor's Degree in Engineering, Business Management or a relevant field.
- **We are looking for someone with** 5 – 8 years of experience in solutions selling and large account management, ideally in the serving state and local government markets and/or in engineered systems or SaaS businesses.

Application Process

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

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.