

Developer Sales Manager

Are you looking for an exciting, Business-to-Business, technical sales opportunity in an environment that is fun and yet challenging? High Tech company with 20+ year history has an immediate opening for a Developer Sales manager whose primary responsibility will be covering North America.

Frontline Test Equipment, Inc., headquartered in beautiful Charlottesville, Virginia, is the world's leading provider of affordable, PC-based protocol analyzers for special-purpose data communication networks. We pioneered portable and versatile trouble-shooting software solutions for a number of communication technologies and are the industry leader for Bluetooth test tools. Our products are used by many Fortune 500 Companies.

Job Responsibilities:

- Assessing the test equipment needs of customers and prospects.
- Presenting company solutions to meet customer needs; developing technical proposals.
- Conduct training classes for customers and prospects.
- Service existing customer base.
- Grow customer base by attending trade shows, educational seminars and industry meetings.
- Generate and follow up on sales leads in a timely manner.
- Manage Sales funnel and forecast.
- Act as an evangelist for company solutions in a variety of forums.
- Up to 25% of your time will be spent traveling to customers and prospects in the Midwest and Western United States.

Job Requirements:

- Bachelor's degree required.
- Knowledge of Bluetooth Protocols and Profiles.
- Sales skills and technical aptitude.
- Experience high tech.
- Outstanding organization and communication skills.
- Excellent Written and Verbal communication skills.
- Be able to understand customer requirements.
- Enthusiasm and results-oriented.
- Ability to prioritize and meet goals on a daily basis
- Travel.

Frontline offers highly competitive compensation and benefits including: ESOP, Medical, Dental, Vision, Life and Disability, 401(k) with company match, Paid Time Off, & Tuition Reimbursement.

Send resume with salary requirements to:

Frontline Test Equipment, Inc.
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