

Job Title: Sales Account Manager-EMEA

Department: Sales

Reports To: Director of Business Development, EMEA

FLSA Status: Exempt

About Us

Founded in 1997, Vuzix (NASDAQ: VUZI) is a growing, dynamic company that specializes in the design, manufacture and sale of smart glasses and augmented reality (AR) technologies and products for the enterprise and consumer markets. Company products include wearable displays and computing devices that offer a portable, high-quality viewing experience for applications in augmented reality, digital information, utility, and entertainment.

Position Summary:

The Sales Account Manager will be responsible to drive sales with our clients, both existing and new, to achieve growth and hit sales targets successfully. This position requires a confident, self-assured individual who can effectively communicate and interact with partners of ISV, SI, VAR, or internal teams to support customers. The Sales Account Manager will represent the Vuzix brand at exhibition events.

Essential Duties and Responsibilities:

- Build the Vuzix brand and drive revenue throughout the designated territory or with assigned direct accounts (ISV, VAR, or RES)
- Demonstrate our smart glasses and related software packages from our partner ecosystem
- Manage assigned territory by closing enterprise accounts, developing channels and business partnerships, collaborating with Marketing to create and drive programs that generate end user demand, pricing promotion, and distribution requirements to headquarters
- Responsible for growing presence of Vuzix across assigned territory, utilizing account analysis and strategy, account penetration, and development of executive level relationships
- Manage assigned direct clients by winning, developing, and supporting enterprise accounts within set EMEA area
- Respond and qualify leads while providing regular updates to CRM (Salesforce) and maintaining current information on a consistent basis
- Maintain accurate information in CRM (Salesforce) for all opportunities with minimum 12-month rolling window
- Contribute defining and realizing marketing material regarding an improved approach to new customers
- Orchestrate collaboration with clients & internal Vuzix teams towards joint Public Relation cases
- Support special initiatives in terms of System Integrators which shall generate more scalable selling opportunities for Vuzix EMEA (or globally)

- Manage the closing process and dates associated with the sale
- Participate in executive management reviews for large opportunities
- Serve as Vuzix brand ambassador at trade show events

Competencies:

To perform this job successfully, an individual should demonstrate the following competencies:

- **Written Communication** – Read and interpret written information effectively, write clearly and concisely, adapt writing style for different audiences.
- **Verbal Communication** – Give focused attention to what others are saying, take time to understand what is being said and respond when appropriate without interrupting, speak clearly and effectively express ideas and opinions, adapt and react professionally in both positive or negative situations.
- **Teamwork & Collaboration** – Balance team and individual responsibilities, consider others’ views objectively and with openness to changing your own, give and encourage feedback, contribute to a positive team dynamic, prioritize team success over personal interests, work effectively across departments toward company goals.
- **Professionalism** – Interact with others in a considerate manner, follow through on commitments, react well under pressure and preserve confidentiality, control emotions, and accept responsibility, maintain focus on solutions and treat others with respect and consideration regardless of their status or position.
- **Motivation & Initiative** – Demonstrate persistence and ability to adapt to changes in daily workflow and overcome obstacles, ask for and offer help when needed, work independently when required, volunteer readily and look for ways to improve and create successful outcomes, positively contribute to overall work environment.
- **Respect & Integrity** – Treat people with respect, work ethically and with honesty and integrity, inspire the trust of others, demonstrate appreciation and sensitivity for cultural differences, help promote inclusion and understanding of the value of diversity, embrace differences and support a harassment-free environment.

Minimum Qualifications:

- Bachelor’s degree required, Master’s degree preferred, in Economics with a strong affinity for IT product solutions.
- Minimum 5 years B2B Consultative Sales Experience.
- Account management experience. Know-how & experience on Channel Management is a plus.
- Track record of exceeding goals in a quota-driven sales environment.
- In-depth knowledge of the context of augmented reality in the enterprise sector.
- Knowledge of the following verticals: Field Service, Manufacturing, Warehousing/Logistics, Transportation and Distribution, Construction, Mobile Sales and Service, Government and Utilities.

- Experience providing accurate sales forecasting using CRM Tools (Salesforce).
- Experience in developing and presenting sales plans.
- Comprehends problems, urgency, and desired outcome in the absence of perfect information; shares information and ideas with others; conscientious listener.
- Adaptable to changing priorities and a hands-on project participant.
- Exceptional time management skills with the ability to deliver assignments when due.
- Strong attention to detail and organizational skills.
- Able to effectively analyze data, report on findings, provide solutions and implement improvements.
- Must reside in European time zone.
- Able to speak, read and understand English and French. German or any other European language a plus.

Preferred Qualifications:

- Knowledge of MDM / EMM Programs

Supervisory Responsibilities: This position has no supervisory responsibilities.

Travel: Europe 30-40% and North America, 5%.

Physical Demands:

- Frequently required to sit, speak, hear, see, and perform repetitive motion (data entry).
- Occasionally required to lift or carry (10 lb. minimum). Reasonable accommodations will be made if possible.
- Position will work remote and visit permanent office once established periodically.

Other: All Vuzix personnel are required to have received an approved COVID-19 vaccine, subject to certain medical and religious accommodations.

Vuzix Corporation is an equal opportunity employer. We consider applicants without regard to race, color, religion, creed, gender, national origin, age, disability, marital or veteran status, or any other legally protected status. We are committed to recruiting and employing the best talent available.