

Sales Director, Business and Channel Development, Americas (HID Global/IdenTrust, Inc.)
Location: Salt Lake City, UT or Fremont, CA

HID Global is the trusted source for innovative products, services, solutions, and know-how related to the creation, management, and use of secure identities for millions of customers around the world. The company's served markets include physical and logical access control, including strong authentication and credential management; card printing and personalization; visitor management systems; highly secure government and citizen ID; and identification RFID technologies used in animal ID and industry and logistics applications. The company's primary brands include ActivID®, EasyLobby®, FARGO®, IdenTrust®, LaserCard®, Lumidigm® Quantum Secure, and HID®. Headquartered in Austin, Texas, HID Global has over 2,200 employees worldwide and operates international offices that support more than 100 countries. HID Global® is an ASSA ABLOY Group brand. For more information, visit <http://www.hidglobal.com>

HID Global is the trusted leader in products, services and solutions related to the creation, management, and use of secure identities for millions of customers worldwide.

HID Global has over 2,200 employees worldwide with international offices that support more than 100 countries. HID Global has production facilities in North America, South America, Asia and Europe, as well as research and development centers all over the world.

About IdenTrust, Inc.

IdenTrust, part of HID Global, is the global leader in trusted identity solutions, recognized by global financial institutions, government agencies and departments, and commercial organizations around the world. IdenTrust enables organizations to effectively manage the risks associated with identity authentication, work interoperably with countries around the world, minimize investment in creating their own policies and legal frameworks, and deploy a spectrum of products that ensure trust in the most efficient, intelligent, and cost effective manner available today. One of the differentiators for IdenTrust is that it is the only bank-developed identity authentication system. IdenTrust Trust Network provides a unique legally and technologically interoperable environment for authenticating and using identities worldwide. The IdenTrust Trust Infrastructure is predicated on a proprietary framework that combines policies, legal framework, trusted operations and technology (P.L.O.T.) to create a comprehensive environment for issuing trusted identities. IdenTrust is the only company to provide a solution incorporating all four of these elements.

Job Summary

The Sales Director, Business and Channel Development, America's role is responsible to develop and deliver IdenTrust solution-related revenues against sales targets.

The ideal candidate will be dedicated to proactively developing sales propositions in response to sales and marketing strategies, product development imperatives and emerging industry or regional requirements. This position offers the opportunities and challenges to learn and support cross-platform environments.

Essential Duties and Responsibilities:

Accountable to the VP, IdenTrust Global Business Segment, the role includes the following duties:

- Develop, implement and close opportunities against mutually agreed upon sales targets and plans by territory and vertical market in order to deliver agreed revenue streams.
- Generate leads and qualify inquiries to increase viable opportunities in the IdenTrust sales funnel that is equal to 3x to 6x of assigned sales target.
- Generate qualified leads without relying on marketing / marcom related activities.
- Pursue, cultivate and close sales or partner opportunities through the use of the most proper sales techniques.
- Help develop and agree to a product marketing strategy for the assigned region to grow TrustID, Internet of Things (IoT), and strategic initiatives assigned by VP, IdenTrust Global Business Segment.
- Identify stakeholders and decision makers, solutions that meet market drivers and competitors.
- Keep abreast of industry and customer developments and understand the impact of these on achieving agreed upon sales targets.
- Develop and maintain strong relationships with potential clients and partners within the assigned territory to ensure IdenTrust capabilities are understood by such clients and partners to maximize the conversion of sales funnel items to confirmed sales.
- Engage with standard setting bodies, consultancies and partners or potential partners globally to promote IdenTrust to increase the adoption of IdenTrust products\services\solutions.

Required Knowledge / Experience:

- Identity, Access, Authentication, and Digital Signature knowledge with a track record of delivering sales revenues against target in software solution/managed service sales.
- Track record of identifying and closing multi-million dollar deals.

- Ability to develop, lead and close complex competitive sales efforts.
- Team player to complete the triumvirate of business development, sales and solution delivery within the assigned region.
- Strong analytical and strategic planning skills.
- Proven ability to implement strategic initiatives with efficiency, professionalism and with demonstrated troubleshooting/problem solving skills.
- Excellent written and verbal communication skills.
- Confidence and ability to effectively create and deliver presentations to all audiences including executive levels.
- Ability to coordinate internal and external resources and nurture cross-functional relationships.
- Ability to negotiate business agreements and enhance existing and new relationships.
- Demonstrated understanding of financial indicators to measure business performance and an ability to summarize business and financial data in a useful manner for planning and decision making.
- Demonstrated multi-year experience in globally selling Public Key Infrastructure (PKI) based products/services in 3 or more of the following areas(in order of preference):
 - Internet of Things
 - Device Authentication
 - Server Authentication
 - Electronic Signatures
 - 2FA
 - Mutual Authentication or 2FA
 - Encryption\Confidentiality
 - Data Privacy
 - Legally Enforceable non-repudiation

Required Education and/or Experience

- Bachelor's Degree in Business or Information Technology
- 7 years increasingly responsible professional experience in sales and business development
- Experience in digital marketing and using social media tools to support sales objectives
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Preferred Education and/or Experience

- Experience in selling services specific to the Internet of Things

Language Skills

- Ability to effectively communicate in the English language verbally and in writing.
- Multi-lingual is a plus.
- Ability to read and interpret technical journals, specifications, international technical standards, etc.

Computer Skills

- Proficient in Microsoft Office applications such as Word, Excel, PowerPoint, etc.
- Proficiency in the use of Salesforce is desired.
- Proficient use of MS Word / Excel & Adobe to complete project documentation.

Customer Expectations

- Active Listening – Attention to what others are saying, understanding the points being made.
- Judgment and Decision Making – Considering the relative costs and benefits of potential actions to choose the most appropriate one.
- Coordination – Adjusting actions in relation to others actions.
- Persuasion – Persuading others to change their minds or behavior.

Work Environment

- The work environment characteristics described here are representative of those an employee encounters while performing the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.
- Employee works primarily in a well-ventilated office environment and is exposed to moderate noise levels.

Applicant Requirements

- Must be a citizen of United States.
- Must be able to pass extensive background verifications.
- Position involves travel to customer sites, conferences and other events as required.
- Position may involve international travel so must either possess a passport or be able to obtain one.

For consideration, please forward your resume to careers@identrust.com. Only qualified candidates will be contacted.

IdenTrust Inc. is an Equal Opportunity Employer. If you have a disability which limits your ability to apply online, please call us at 415-486-2900 to submit your expression of interest in a position with our Company.

IdenTrust, Inc. offers a competitive salary and comprehensive health and welfare benefits package, including: Health, Dental, Vision, 401(k), Life, AD&D, STD, LTD, Commuter–Transit Program.

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