



Position: Business Development Manager
Location: Florida (Central East area preferred)

1/12/12

Organization Description

[Stratix](#) is a leader in enterprise mobility software and services, architecting the entire mobility infrastructure for companies needing to move and access mission-critical data to anyone, anywhere, anytime. From developing highly configurable rules-based Stratix Mobile applications to delivering and managing every mobile asset within an enterprise's mobile supply chain, Stratix delivers end-to-end mobility solutions that drive operational efficiency and improved customer service. Many of the world's Fortune 500 companies in Retail, Transportation & Logistics, and Field Service have chosen Stratix for application consulting, design and deployment of an integrated mobility ecosystem. Follow Stratix on Twitter at [Stratixmobile](#) or visit the Stratix Enterprise Mobility [Blog](#) at <http://mobilityblog.stratixcorp.com>.

Position Description

- Sell Stratix complete line of business solutions and services, including life cycle management; professional project management, implementation, training, 24/7 technical support and related mobile solutions; mobile application software; and mobile hardware to fortune 5000 companies.
- Develop new accounts and manage growth within existing enterprise level accounts
- Develop and manage a plan to expand pipeline, revenue and margin in territory
- Manage forecast and sales cycles to meet company, partner and customer objectives
- Work closely in teamed approach with Systems Engineer partner on account management.

Position Requirements

- 5+ yrs exp. in new Enterprise level account identification and development, and selling Mobile IT Software, Hardware and Professional Services solutions in Enterprise level accounts
- BBA degree
- Willingness and ability to travel an average of 50%
- Understand the principles, concepts and nuances of mobile workers and solutions
- Has experience in technical capacity; high tech sales, consulting sales, support sales
- Can comprehend customer business process to identify gaps for solutions/services
- Excellent presentation skills to Executive levels
- Proven ability to partner within and outside immediate team to achieve desired business results
- Self-starter able to prioritize given responsibilities.

To apply, submit cover letter and resume to Mike.Johnson@stratixcorp.com

An Equal Opportunity Employer