



Company Description:

IDSY, the leading provider of end-to-end wireless asset management solutions, is offering a great opportunity for a VP, Enterprise Sales to be a key contributor to this growing technology company.

IDSY is headquartered in New Jersey and is a publicly-traded (NASDAQ: IDSY) technology company that design, develops, services and supports complete solutions for wireless asset management for Fortune 500 companies, and now SMB opportunities after a recent acquisition. Our products revolutionize our customer's ability to improve the safety, security, and utilization of their mobile assets and workforce. For more information on our products and solutions, visit www.id-systems.com.

Our Connective Vehicle Solutions group develops, sells and supports unique and patented products and solutions to global rental fleet and car sharing providers. These systems enable our customers to offer superior customer experience, add additional revenue not available with manual processes, and transform and streamline their business operations.

For Industrial Truck Management, I.D. Systems designs and delivers products which focus on facility and campus logistics operations via its vehicle management solutions. These systems monitor and control vehicles in warehouses, manufacturing facilities, and airport/seaports. Our SMB product line of similar systems is marketed by our Keytroller subsidiary out of their Tampa, Florida offices.

Asset Intelligence, a subsidiary of I.D. Systems, is based in Plano, Texas, and is a leading provider of trailer, container, chassis and freight tracking solutions for truck-load carriers, private fleets, leasing companies, freight transportation providers and shippers. We offer a full range of telematics solutions to improve fleet and freight visibility, productivity, utilization and profitability.

All employees are offered an excellent benefits package including medical, dental, vision, voluntary life, short/long term disability, flexible spending, 401(k) plan, and paid time off.

If you thrive in a growing, high-energy, results-driven culture, we have a career opportunity for you!

Role Summary:

The Vice President, Enterprise Sales is responsible for achieving IDYS's enterprise sales revenue and profitability targets to Transportation and Logistics Top 100 prospects. In addition, the Vice President of Enterprise Sales will develop sales plans and strategy to help launch a new, disruptive technology solution to the largest transportation, logistics and supply chain organizations in order to provide real time freight and asset visibility and condition.

To excel in this role, you must be a successful sales hunter who can:

- Drive new business growth by selling solutions to enterprise accounts
- Research and understand the prospective clients' business goals, objectives and challenges
- Propose solutions of our suite of products to deliver a clear, quantifiable business value
- Deliver strong performance against required sales/revenue targets

This role is ultimately responsible for penetrating and winning new logo accounts and growing existing business with IDSY solutions to meet revenue and profit targets.

Apply an understanding of industry trends and business requirements, develop solutions and strategies, and drive sustained growth through a focus on enterprise customer wins, top line revenue generation and predictable margins. You will be responsible for generating excitement and demand for this new technology by leveraging existing relationships, and establishing new ones, especially at executive levels. In addition, you will also provide significant expertise and business acumen regarding sales planning, market and competitive analysis as well as providing thought leadership from your cumulative industry, product, and company-specific experiences.

Responsibilities:

- Lead and drive overall enterprise sales strategy to develop and close new business
- Plan and lead regularly scheduled forecast meetings on a quarterly & monthly cadence
- Report on sales activity and forecast to IDSY's leadership team
- Align and leverage internal resources to build, develop, and close enterprise accounts
- Develop and maintain executive and senior-level client relationships
- Directly participate in closing deals with target accounts and driving business initiatives for future success
- Leverage and expand a broad range of contacts across the transportation and logistics supply chain to ensure relationships are broad and deep
- Leverage your existing relationships with large transportation, logistics and supply chain clients to introduce them to IDSY solutions
- Support the gathering of market intelligence covering competitors' products and sales strategies
- Provide leadership and direction for all business development activities throughout the company
- Increase sales and demand for IDSY solutions within these large enterprise accounts by offering powerful new technology solutions

Qualifications/Requirements:

- Minimum of 10 years of sales experience with at least 7 years' experience in technology solution sales to the transportation industry
- Demonstrated experience selling enterprise solutions to C-level executives
- Ability to hunt and cultivate new sales opportunities with enterprise prospects
- Demonstrated and verifiable skills in leading sales engagements, sales management, customer engagement, preparing proposals, presentations, internal and external reports
- This is a HANDS-ON-ROLE, where you must be able to pursue, manage, and close new accounts
- Proven record of accomplishment of selling hardware and software solutions to the transportation industry
- Must have strong written and oral communication skills, and ability to present confidently
- Extensive knowledge of transportation, logistics and supply chain markets
- The ability to travel extensively throughout the country
- Candidates may reside anywhere in the Midwest, Dallas, or Atlanta

- Must have the unrestricted authorization to work in the U.S.

Salary: DOE and full benefits package
EOE M/V/F/D

Please visit www.id-systems.com for more information on our company