



Job Description

Date: August 20, 2010

Job Title: International Sales Representative – Latin America Region
Job status: Salary Exempt + Commission
Reports to: Manager, International Business Development
Pay range: DOE
Location: Portland, Oregon

Who: (Beliefs, values, characteristics, attitude)

- Has an aptitude for understating electronic products and systems solutions
- Empathic focus on customer service/satisfaction
- Fog cutter—can sort through the haze of opportunities and focus in on the winners—effectively works his/her priorities
- Good listener able to solve customer applications with existing products and determine new product opportunities
- A big picture thinker interested in providing customers with systems solutions
- Charismatic relationship builder
- Self motivated and self directed with high a sense of urgency
- Outspoken champion for customers and product solutions

Responsibilities: (Results)

- Attain monthly budget target for established territory
- Support other sales team members to achieve company's sales goals
- Meet job related activity requirements: number of calls, number of presentations, etc.
- Manage existing customer relationships
- Prospect for new customers
- Become an expert in Veris' products, services, and overall value proposition
- Answer product line technical questions
- Provide customer input to the business units and others to assist in developing marketing strategies

Requirements:

Education: BA, BS in Marketing or Business, or equivalent experience
Experience: 1-3 years sales experience, international sales experience preferred
Language: Fluency in Spanish and English