



## Searching for Global Players

# GTM Solutions Sales Manager Americas

MIC is leading worldwide in the automation of global customs and trade compliance processes. With our software solutions, we ensure safe and efficient customs clearance within the legal frameworks for more than 800 customers - like General Motors, Ford, Mondelez - on 6 continents.

If you are an enthusiastic and well-organized salesperson with experience in selling business-critical information systems, then this is a great career opportunity

### Your job

As a member of MIC's global sales team you're selling global trade management solutions focused generally on the Americas market and specifically on the US market (e.g. FTZ, Duty Drawback, USMCA, Export Control Management). That includes:

- 🌐 As a GTM Sales Manager you are selling our products to the global trade management market in the Americas - in coordination with our local technical experts and global sales & marketing team
- 🌐 Managing current clients, acquiring new business and upselling to current clients
- 🌐 Create and expand sales pipeline, enhance customer and partner network
- 🌐 Negotiate contracts in commercial aspects
- 🌐 Coordinate and process inquiries (RFIs / RFPs) including preparation of offers - compliant with our technical departments
- 🌐 Represent the company at fairs and conferences
- 🌐 Allocate forecasts and sales reports; perform market observation

### Your skills and qualifications

- 🌐 Professional experience in international b2b sales/key account management (business-critical information systems)
- 🌐 International network; good knowledge / experience in customs and global trade or knowledge in supply chain management is an advantage
- 🌐 Degree preferred in Business Administration / International Sales & Marketing or Information Systems
- 🌐 Understand IT processes in general
- 🌐 Communicative and proactive personality with very good skills in presentation and negotiation

- 🌐 Customer focused and goal oriented; team player
- 🌐 Excellent organizing, planning and time management skills
- 🌐 Fluent in English, Spanish is an advantage
- 🌐 High willingness to travel (50 %)

### We offer you

- 🌐 Privately owned, stably growing company with HQ in Linz/Austria
- 🌐 World market leader with 11 offices on 3 continents
- 🌐 Cooperative, appreciative and respectful teamwork
- 🌐 International context with multinational customers
- 🌐 Professional on-boarding, MIC Academy training
- 🌐 Individual career paths
- 🌐 Various benefits: great bonus payment, group term life insurance, dental & medical care, retirement saving plan 401, cell phone, hybrid



Flexible hours



Further education



Health promotion



Free parking



Home Office

**Become an active part in the global trade world!**  
**MIC office in Southfield, MI or Vancouver, WA**

### Apply to:

[www.mic-cust.com/career](http://www.mic-cust.com/career)  
 MIC HQs / Margit Klima-Bencic  
 or  
 MIC US / Kenneth Peters  
 Tel.: +1 248 304 4460

MIC Logistics Corporation  
 29777 Telegraph Road  
 Suite 1130  
 Southfield, MI 48076  
 USA

