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## DESCRIPTION

MOXIEIoT is looking for a VP of Sales! This person must be willing to work a high-volume sales funnel and want to close deals. Our clients are industrial manufacturing facilities, so think steel plants, timber companies, automotive manufacturing, aluminum plants and paper mills. Our IoT products can and will be deployed in other markets, for example healthcare, smart cities and aerospace, but for the next eight months, we are focused on industrial IoT.

Moxie offers an awesome work environment and will do everything in our power to give you tools and resources to grow and succeed in your mission. Our team is fast-paced and loves having fun while being creative. You must be willing to travel, sometimes multiple nights all over North American. MOXIE is based in Birmingham, Alabama. The salary is based on experience with a robust commission package. The MOXIE VP of Sales is an opportunity to work at a start-up, prove yourself, and move up quickly. You will also be offered stock on a 12-month vesting period. You will report to our COO and spend time daily with the executive team and founders of the company.

### About Moxie:

We build app-connected hardware and specialize in industrial IoT with a focus on indoor tracking. We estimate our total addressable market is close to 24B. MOXIE has a current sales pipeline of 15M with 250K of booked business for Q1 2020. We are positioned to take off, and you will be a key part of this success. Please insert the word "sensor" in the title of your email.

### The Ideal Candidate

Can independently work our current sales funnel.

Experience with CRM's

The right candidate is a "closer" and loves to chase a deal while putting in the hours.

Self-motivated to develop and apply new processes and systems.

Professional interest and understanding of IoT sensors, systems, networks and how they all work.

### Desired Qualifications

Open to any level of education; for us, it is about the experience and personal drive.

5 yrs. of Sales experience.

3 yrs. of experience leading a team

Proven track record with references

### Occupational Details

Job Type: Full-time, located in our Birmingham office. Normal hours are 8 am – 5 pm, Monday – Friday.

Competitive base salary plus opportunities for performance-based compensation and year-end profit-share.

40% Travel, we believe in face to face meetings with high valued customers.

You must be ok with occasional public speaking in crowds of 50+ people about MOXIE.

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## APPLICATION PROCESS

### Please Include:

- Cover Letter
- Resume
- Are you willing to relocate to Birmingham, AL?
- Earliest available start date?

**Contact:**

**Careers@MoxieIoT.com**