

UNLOCK YOUR POTENTIAL

TECH CAREERS
WITH WORLD-LEADING
SOFTWARE SOLUTIONS



GTM Solutions Sales Manager



MIC as a privately owned and permanently growing company is the worldwide leading provider of global customs and trade compliance software solutions. More than 800 customers, in 55+ countries, on six continents, use MIC customs and trade compliance software.

Grow with us and make a difference with your expertise! Embrace our unique internationality and contribute to our innovative GTM solutions to shaping the future of global trade!

Your mission

As a member of MIC's global sales team you empower global trade through innovative solutions — driving growth and compliance for our clients across the Americas, with a focus on the U.S. market, by delivering excellence in FTZ, Duty Drawback, USMCA, and Export Control Management.

- Sell global trade management products in the Americas
- Collaborate with local technical experts and global sales & marketing
- Manage existing clients, acquire new business, upsell
- Build sales pipeline, grow customer and partner network
- Negotiate commercial contract terms
- Handle RFIs/RFPs, prepare offers with technical teams
- Represent company at fairs and conferences
- Provide forecasts, sales reports, and market insights

Your skills and qualifications

- Proven experience in sales/account management of GTM software solutions on the US B2B market
- Good knowledge / experience in customs and trade compliance or supply chain management
- Degree preferred in Business Administration, International

Sales & Marketing or Supply Chain Management

- 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
- Willingness to travel (domestic and international)

We offer you

- Cooperative, appreciative and respectful culture
- International context with global players
- Professional onboarding: Personal training plan and mentoring
- Individual development and career opportunities (MIC Academy)
- Various benefits: Group term life insurance, dental & medical care, retirement saving plan 401k, cell phone, bonus payment

Join our international MIC-Team! Southfield, MI or remotely

Apply to:

www.mic-cust.com/career

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