

EMEA Sales Director – Mobile Data Networks based Belgium

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Company: Chronos Consulting

Location: Belgium

Category: computer-and-mathematical

Job Description

Our client is a leading, global provider of intelligent mobile Internet solutions that enable operators to improve quality, reduce network operational expenses and manage and monetize the mobile Internet. They are looking for a hands-on Sales Director for EMEA. This is a full-time, permanent, remote role, based anywhere in Europe.

Qualifications

At least 5 years of experience in direct sales to EMEA Mobile Operators.

Proven sales experience with IP Infrastructure hardware and/or software

Proven experience in hunting, acquiring new customers and over-quota performance in sales, track-record of complex deal closure

Ability to work effectively leading a cross-functional team, including sales, marketing, engineering, and business development

Innovator with the ability to influence management at all levels (internally and externally)

Ability to operate in a dynamic, start-up environment with minimal supervision

Technical aptitude

Strategic and analytical thinker

Excellent teamwork and project management, communication and presentation skills

Bachelor's degree mandatory

Must be keen to travel

English – Fluent

Key responsibilities

Manage EMEA accounts and find new accounts while planning, forecast, monitor and drive the sales pipeline to exceed revenue and margin objectives agreed with the Sales VP.

Maximize performance on sales, revenue, customer acquisition, retention and satisfaction

Over time, build a strategic team to support the achievement of stretching sales and support objectives for the Key accounts as appropriate

Work closely with other teams to devise tactical plans to support the sales process

Work closely with large channel partners to develop and mature the pipeline in the said region

Maintain close collaboration with Customer Support and Engineering organizations, ensuring that timely customer feedback is given as well as customer commitments are met

Create and execute annual business plans to effectively integrate with company plans and operations

Maintain a high degree of understanding of the product line, business value and ensure company strategies reflect the needs of customers

Develop a solid network of contacts within named accounts and make this network as wide and as deep as possible – engagement with these customers at Executive level is essential

Would you be interested in discussing this role further? Please send your contact number and/or your updated resume so we can call you for a confidential chat asap.

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