



ECI Telecom

ECI is a global provider of ELASTIC network solutions to CSPs, critical infrastructures as well as data center operators. Along with its long-standing, industry-proven packet-optical transport, ECI offers a variety of SDN/NFV applications, end-to-end network management, a comprehensive cybersecurity solution and a range of professional services. ECI's ELASTIC solutions ensure open, future-proof and secure communications.

For our team in Oberursel (Frankfurt/Main area) we are looking for a

Sales Manager (m/f)

Your tasks:

- Penetrate and develop new business in the DACH region:
 - Knowledge about market, customers, competitors and players
 - Lead process from identifying opportunity to qualified lead and execution, working and supporting CRM tools
 - Build effective relationships with existing and prospective accounts and sell at all levels within customer organization
 - Develop and maintain working level as well as C-level relationships with all accounts within your territory
 - Prepare proposals to meet client needs and requirements including all technical details with the support of Sales Engineers
 - Conduct commercial negotiations with client up to contract signing, whilst maintaining deal profitability
- Strong skills in team work:
 - involving product house in HQ,
 - leading Sales Engineers,
 - involve and transfer successful projects to post sales organization- keeping responsibility
- Develop strategy around sweet spots and increase business potential

Your qualification:

- Education: Either commercial career path (study or education in business management) or Degree in Engineering or Computer Science or related field
- At least 5 years of experience in Telecommunications Industry
- Deep knowledge and experience in selling to Tier 1/Tier 2 traditional SP, Mobile operators, Cable companies/MSO's- Must
- Excellent relationship with customers and partners (telecom companies, carriers, mobile operators, cable companies)
- Good understanding of the Telecommunications industry, markets and products

- proven WDM experience with provable success in selling to SP in the region
- Ethernet / IP knowledge
- proven relationship with
 - service companies
 - channels
 - consultancies that are working with the relevant customer segment
- Demonstrated achievement of developing existing accounts and closing new accounts business
- Ability to create accurate sales forecasts and budgets
- C-level Sales Experience
- Ability to articulate value propositions and perform benefits-selling up to C-level decision makers
- Proven ability to interface and coordinate work with internal departments and external customers at all levels, business partners and industry leaders
- Highly developed selling, customer relations, negotiating, decision making, leadership, administration and strategic account planning skills
- Fluent English & German – must
- High self-motivation to achieve goals without supervision and able to work remotely
- Resourceful; strong problem resolution skill
- Good written communication and presentation skills
- High level of inter-personal skill in developing relationship with customer

We offer a diversified workplace with a highly motivated team and a very good working atmosphere. If you are self-motivated and hungry for success then join us.

Would you like to find out more?

We look forward to receiving your application, including your salary expectations and the earliest possible start date via e-mail to eci.01.A07@applynow.io

You may find further information about ECI on our website: <http://www.ecitele.com>