

## **Sales Manager Benelux, North & Eastern Europe**

**Location : Leuven, BELGIUM**

**Contract type : Permanent, full time**

**Department : SALES**

### **Duties and responsibilities**

- Lead and grow Ekinops Transport and Access business in the Benelux, Nordics, Eastern Europe, Russia / CIS & UK region.
- Lead local and virtual team to meet customer objectives and organize the structure to secure grow through direct sales with Carriers and Managed service providers as via indirect channels.
- Develop & Lead strategic local accounts and affiliates in co-operation with local teams in the region such as Vodafone, BT, Telia, DT, Telefonica, Orange, etc...
- Business forecasts and Go to Market plans to grow Ekinops market share in Access and Optical infrastructure for Enterprise customers and other vertical business segments in the region based on Ekinops Corporate strategy.
- Exceed but at least achieve the annual targets & KPI's
- Develop and maintain departmental and senior executive level relationships.
- Ensure that operational excellence and the highest levels of customer service are upheld at all times to differentiate Ekinops from competitors, externally and internally.
- Manage the sales pipeline to achieve short- and long-term sales targets.
- Establish Ekinops as the preferred product provider for the Telco industry.
- Operate in close co-operation with Head of Sales and key stakeholders.
- Be a spokesperson for Ekinops in the region.
- Manage multi-cultural staff and set specific objectives (KPI's) for each team member.

### **Skills and profile**

- Minimum 10 years sales experience in Telecoms
- Minimum 5 years' experience in Strategic selling. Knowledge and good contacts at strategic accounts is a plus



- Minimum 5 years' experience in people management
- Entrepreneurial spirit with strong business development skills
- Track record in overachieving targets
- Multi-lingual : French, Dutch, English
- Team leader & player who drives sales spirit and motivation
- Fluent speaker and presenter
- Travel up to 60% in the region
- Flexible and open minded