

Sales Account Manager Germany

Location : Büttelborn or Jülich, GERMANY

Contract type : Permanent, full time

Department : SALES

Purpose of the job

Ekinops has built a long term presence in Germany, Austria and Switzerland. Ekinops has been extremely successful in the region. Ekinops enjoys business with strategic carriers in the region like Vodafone for a long time and has been recently awarded new large contracts.

Duties and responsibilities

- Lead and grow Ekinops business in Germany
- Develop & Lead accounts such as QSC, M-Net, Vodafone etc...
- Business forecasts and Go to Market plans to grow Ekinops market share in Infrastructure, Enterprise customers and other 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.
- Prepares the sales proposals to be submitted to direct customers and the channels for indirect target customers. Seeks approval for the technical and commercial aspects with the Regional Sales Manager, according to the internal company procedures.
- Organizes with Regional management the use of the internal resources needed to support the sales process (Pre-sales specialists, Product Manager, Customer Support resources, R&D ...).
- Ensure that operational excellence and the highest levels of customer service are upheld at all times to differentiate Ekinops from competitors, externally and internally.
- Participates in / organizes marketing events, such as exhibitions, sales events in support of the territory plan.
- 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 Regional Sales Manager and key stakeholders.



- Be a spokesperson for Ekinops in the region.
- Work in multi-cultural environment.

Skills and profile

- Education level & general experience
- Minimum 10 years sales experience in Telecoms
- Minimum 5 years' experience in Strategic selling. Knowledge and good contacts at strategic accounts is a plus
- Entrepreneurial spirit with strong business development skills
- Track record in overachieving targets
- Multi-lingual : German, English
- Team player who drives sales spirit and motivation
- Fluent speaker and presenter
- Travel up to 70% in the region
- Flexible and open minded