

Job Title **Sales Director**
Location **General**
Organization Name **Sales – North America**
Position Summary

Candidate should possess a telecom/data center sales background with strong solution selling skills and ability to generate revenue by developing new profitable business opportunities. Minimum requirements include ability to anticipate and identify business needs; develop recommendations and solutions, and provide excellent on-going relationship management with customers at all levels, with a demonstrated success at executive levels.

Essential Duties & Responsibilities

- Responsibility for the sale of Ekinops products and/or services to Tier One Service Provider. Establishes and maintains very close contact and rapport with customers and prospects.
- Anticipates and identifies business needs; develops recommendations and solutions. Makes decisions based on strategic and long-term objectives and recognition of potential business impacts.
- Presents proactive solutions and recommendations to management, customers and/or external audiences
- Builds and retains account ownership for the customers.
- 50% travel is required

Skills

- Strong existing relationships in the Service Providers: Verizon and/or Telus preferred
- Contributes to the development of innovative solutions and ideas to drive incremental revenue.
- Broad knowledge of telecom industry including, IP, MPLS, SDN. Virtualization, Access and Optics.
- Requires 10+ years' experience
- Strong business acumen in planning and organizing, information integration, decision-making and ability to achieve results while focusing on customer requirements and business success.
- Possesses ability to acquire an in-depth understanding of Ekinops functional area objectives and strategies within first three months on the job.
- Determines and pursues courses of action essential in obtaining desired outcomes.
- Is accountable for developing and implementing business strategies.

Education / Experience

- Tracked record of selling and management experience within the Service Provider arena
- Previous major account management essential.
- Bachelor's degree or equivalent experience. Master's degree desired.