

## Account Manager Iberia

**Location : Madrid, Spain**

**Contract type : Permanent, full time**

**Department : SALES**

### Duties and responsibilities

- Manage and develop the direct sales engagement with Ekinops main Tier 1 customer in Spain as well as with a set of Tier 1 and Tier 2 Service Providers in Spain & Portugal
- Differentiate Ekinops/OneAccess products from competitors, externally and internally, and qualify potential opportunities.
- Create and implement strategic account plans focused on achieving major deployments of Ekinops Access Products, Solutions and Services to the named Accounts
- Generate a sales pipeline, qualify opportunities and provide accurate sales and revenues forecasts
- Manage the entire sales process through to closure of the sale. Negotiate terms of business with clients to achieve win/win results that provide the basis for strong ongoing relationships
- Develop and maintain Customer relationships at all levels and departments at the account (Operations/Engineering/Marketing/Executive Management), this to understand and answer to all Customer Department concerns.
- Work with local and virtual team with all Ekinops departments (PLMs, CSO, Sales Admin, etc.) to meet customer objectives and organize the structure to secure growth
- Be a spokesperson for Ekinops in the region.

### Skills and profile

- Minimum 10 years sales experience in Telecoms
  - B2B market, added-value access technologies and solutions
  - CPEs, and knowledge on virtualization, white boxes, SD-WAN
  - Experience in CSPs/MSPs
- Deep knowledge of main Spain Tier 1 account and good contacts through organization is mandatory
- Minimum 5 years' experience in Strategic selling.
- Experience in managing and closing large deals



- Entrepreneurial spirit with strong business development skills
- Team leader & player who drives sales spirit and motivation
- Fluent speaker and presenter in Spanish and English
- Autonomous, flexible and open minded