

Sales Account Manager Iberia Optical Transport Product Line

Location: Madrid, Spain

Contract type: Permanent, full time

Department: SALES

Duties and responsibilities

- Lead and grow Ekinops business in Iberia region (Spain & Portugal)
- Build 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
- Manage and develop existing customers in the region
- Engage with Service Provider prospects and identify/qualify new relevant Channel partners to increase Company footprint in the region
- Develop and maintain departmental and senior executive level relationships.
- Prepare sales proposals to be submitted to direct customers and the channels for indirect target customers in cooperation with pre-sales Manager
- Organize 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, etc.).
- Ensure that operational excellence and the highest levels of customer service are upheld at all times to differentiate Ekinops from competitors, externally and internally.
- Participate in / organize 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.
- Operate in close co-operation with Regional Sales Manager and key stakeholders.
- Be a spokesperson for Ekinops in the region

Skills and profile

- Minimum 5 year sales experience in optical Transport solutions to Telecom. Knowledge and good contacts at strategic accounts is a must
- Entrepreneurial spirit with strong business development skills
- Proven ability to drive the sales process from lead generation to deal closing



- Strong experience in defining and executing joint business planning with strategic customers and channel partners
- Solution sales and consultative selling experience
- Enthusiastic, communicative and passionate
- Autonomous, flexible and open minded
- Team leader & player who drives sales spirit and motivation
- Ability to work in a multi-cultural environment
- Fluent speaker and presenter in Spanish and English
- Travel within the region, around 25%