



## Account Director Mid-Western Region

Today, over 120 international service providers, including numerous Tier 1 carriers around the world, trust our people and technologies to help them with their infrastructure and to deliver enterprise managed services to their enterprise customers around the world. Over 50% of our 400 plus-strong team works in our multi-national R&D centers. Our company has a strong international background, with sales offices strategically located around the world. If you want to be part of creating cutting-edge world-class innovation in telecom solutions, come and check us out.

**Location: USA (OH, MI, KY, TN)**

**Organization: North America Sales**

Reporting to the VP of Sales, North America, you will be responsible for the sale of Ekinops products and services to the Service Providers in the Mid Western United States.

### Duties and Responsibilities

- Develop and implement strategic sales plan to deploy Ekinops solutions
- Work with Sales Engineering and Product Line Marketing Team to deliver technical and commercial solutions for the Service Provider customer base.
- Expedite and drive the requirements of customers within Ekinops to deliver solution.
- Provide the organization detailed overview of activities and tasks required, weekly updates in CRM tool.
- Establish and complete meetings (in person and via video conference). Visibility / access to the customer is essential, product overviews, company updates and general business discussions are required weekly.
- Research sources for developing prospective customers and for information to determine their potential.
- Travel required

### Education and Experience

- Bachelor or master's degree in business or Engineering.
- Broad knowledge of telecom and data center industry including, IP, MPLS, SDN and Optics as well as competitor trends



- 5+ years' experience and track record of success in a quota carrying sales role preferably with an WDM / Transport networking equipment company.
- Fundamental understanding and experience in DWDM networks and overall transport solutions.
- Aptitude for problem solving; ability to determine solutions for customers (consultative sales approach).
- Must be results-orientated and able to work both independently and within a team environment.
- Must possess excellent verbal and written communication skills.
- Proficiency in using Microsoft Office Suite applications and Salesforce.

### Recruitment process

- Interview with our VP Sales NA
- Interview with HR Manager
- Meet the team

### Package

- Entry level
- Medical plans, Disability and Life insurances
- 401k plan
- Vacation and sick leave days
- Homeworking

### To apply

Ekinops endeavours to be an employer of choice. Our teams are dedicated, imaginative and astute. We strive to work together around our core values, which includes dynamism, empowerment and customer focus.

Want to work for a dynamic, agile and international company shaping the future of communication services? Then come and check us out

Send your application to [hr@ekinops.com](mailto:hr@ekinops.com)