



Job Title: Sales Director Western Region

Location: Western Region of the United States

Organization: North America Sales

Position Summary:

- Position is responsible for the sale of Ekinops products and services to the Service Providers in the Western United States.
- 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.