



## **Mavenir Job Description – Sales Director, EMEA Major Accounts** **Location: Reading, UK**

This position will be responsible for selling the complete Mavenir solutions' portfolio of products, applications and services into mobile operators and service providers. There will be a focus on both new business sales and up selling into existing accounts in the region to secure target revenue.

### **Responsibilities:**

- Grow the existing customer base with key customer and establish new business within target customer utilizing the full resources available in Mavenir, through new product sales to existing customers and the sale of all products to new customers
- Follow Global business plan as directed by senior management, particularly the VP Sales EMEA
- Develop and maintain a regional sales plan and strategy for achieving the quarterly targets through individual account plans and target solutions.
- Help to build and maintain a strategic account plan for key accounts
- Maintain the sales forecasting system within Salesforce.Com, tracking opportunity developments to ensure an accurate weekly forecast for the region.
- Achieve regional business goals in line with company target
- Manage the relationship between customers and partners in the region to promote high levels of customer satisfaction >80% as measured by Marketing surveys.
- Identify and develop new business based upon a high level understanding of the customer's business strategy, their requirements and the applicable Mavenir products.
- Keep product management updated on the possible product demands
- Understand existing customers concerning Mavenir product licenses owned (type of license, limit in terms of number of subscribers, or capacity, period of license audit), contractual commitments from both a customer point of view and Mavenir, maintenance and support arrangements
- Ensure there is a valid contract in place for all the existing customers. Maintain copies of all legal contracts with the customer including Non-Disclosure agreements, letter agreements, license agreements, supply contracts, support contracts.
- Escalate within the customer organization non-payment of Mavenir invoices.
- Provide early warning to Management and Customer of operational delivery problems.
- Understand and identify products that existing customers have purchased from other related suppliers and the level of satisfaction plans for these suppliers and their products.
- Identify and win business with new customers

### **General**

- Manage requests from new and existing customers for information and quotations for new products and services and deliver pricing and bid proposals. Report all potential bid activity to the VP Sales EMEA and ensure we have the correct staffing level for the opportunity
- Co-ordinate bid production with assigned Pre-Sales Consultant. Prepare internal bid review cost/price analysis sheets and follow the Mavenir bid and approval procedure. Identify key bid success criteria, customer's expectations in terms of price, delivery time frame and compliance against requirements. Manage these proposals through to receipt and response to questions, signature of contract and/or receipt of purchase order.
- Maintain relationship with key operational staff assigned to projects and bids.
- Forecast the pipeline of potential orders from customers in order to help the business manage headcount and cash flow by maintaining the Sales Forecast.
- Analyze the mobile messaging and network security market place in the region, both from a view of mobile operator requirements and the actions of Mavenir competitors, and feed this information back to Marketing and management.

**Qualifications and Experience:**

## Essential:

- 8-10 Years experience of account management and sales skills
- 5 years + experience selling experience to the mobile market
- Strong knowledge and relationships with key technical decision makers
- Experience of International sales and the associated travel demands
- Strong technical understanding of GSM/3G/IP networks
- Fluent English speaker

## Desirable:

- Degree educated
- Conversant in German and or French

**Skills and Competencies:**

## Essential:

- Knowledge of mobile messaging - SMS/MMS/IP Messaging
- Core sales qualification skills
- Track record of consistently exceeding quota
- Demonstrable understanding and ability to build sales pipeline on the business & technical issues faced by C-level managers in mobile operators
- Strong awareness of the cultural issues and market drivers in region.
- Strong interpersonal skills
- Detail oriented

## Desirable:

- Knowledge of IP Voice solutions
- Knowledge of LTE networking architecture

**Interested in joining the team? Please send a cover letter and current CV/resume to us, quoting the vacancy Reference 27 at [jobs@mavenir.com](mailto:jobs@mavenir.com)**