



Grandstream Networks, Inc.
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EMEA ITSP Account Manager

Grandstream Networks, Inc. is one of the Top developers and manufacturers of innovative, high quality and mass-affordable IP telephony and Video Surveillance products. We offer turn-key solutions and widely interoperable VoIP products. For product details please visit our web site www.grandstream.com

If you are a self-starter, have a passion for closing business, building relationships with Europe, Middle East, & Africa (EMEA) distributors and Telecommunication Service Providers, have a proven track record of meeting goals and growing the EMEA business territory, you may be a great candidate for our EMEA ITSP Account Manager.

RESPONSIBILITIES

Primarily focused on the European, Middle East and African markets. As EMEA ITSP Account Manager, you will develop relationships with regional service providers, system integrators, build/motivate our existing EMEA distribution partners and will close business. You will manage ITSP Sales activities by performing the following duties:

Essential Duties and Responsibilities include the following. Other duties may be assigned.

- Review and Develop ITSP market analysis to determine customer needs and requirements
- Deliver sales presentations to the customers in coordination with Distributor sales representatives
- Meet with key ITSP clients; assisting Distributor sales representative with maintaining relationships
- Monitor and evaluate ITSP activities, follow up on sales leads.
- Prepare weekly ITSP sales report showing sales volume, potential sales, and areas of proposed expansion
- Maintain regional ITSP Sales & Marketing Incentive Programs
- Create and Attend Webinars, Trade Shows, & Sales Events

QUALIFICATIONS

- Have a passion for closing business and building relationships
- Excellent persuasive selling & follow-up skills
- Minimum 2-4 years B2B sales experience, preferably in the IP Telecommunication Industry
- Strong selling skills with track record of meeting target goals and growing market share
- Bachelor Degree
- Detailed orientated, responsible, self-starter and hardworking
- Previous experience working with EMEA customers
- Multi Lingual (Fluent English, German, Italian and/or French a Plus)

Past employment with (but not required) is a plus: Polycom, Avaya, Cisco, and Yealink.

We are looking for local candidates in the Boston, area only. No telephone calls. For more information on Grandstream and our products please check out our web site www.grandstream.com

Interested candidates should email their resume to hr@grandstream.com