

**Grandstream Networks, Inc.** is one of the Top developers and manufacturers of innovative, high quality and mass-affordable IP telephone and video Surveillance products for broadband networks. Grandstream has a wide coverage of Interoperability with the major VMS suppliers. Our Video Surveillance products cover Indoor, Outdoor, Day, Night IP cameras, as well as, IP Encoders & Decoders for standard analog installations. For product details please visit our web site [www.grandstream.com](http://www.grandstream.com)

Focused on the North America marketplace, as the North America Video Surveillance Sales Mgr, you'll have real responsibility, real work, and real opportunities to establish and develop a solid position for Grandstream in the Video Surveillance Marketplace. You'll be responsible for growing Grandstream products sales through new distribution/reseller relationships. Your efforts will definitely contribute to Grandstream's Bottom-line. You will help solidify our Agent/Re-seller program with your video surveillance partners---the possibilities are endless.

## **RESPONSIBILITIES**

You will have the opportunity in North America to; Close business, Develop a channel relationship for our Video Surveillance products, Establish reseller channels, & Publish Application Notes centered on our Video Surveillance Product line.

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

### Sales Management

- Directs sales forecasting activities and sets performance goals for North America accordingly.
- Reviews market analyses to determine customer needs, price schedules, and discount rates.
- Delivers sales presentations to key clients independently or in coordination with other sales representatives.
- Meets with key clients, assisting other sales representative with maintaining relationships
- Monitors and evaluates the activities and products of the competition.
- Prepares cyclical sales report showing sales volume, potential sales, and areas of proposed expansion.

### Certified Partner Relationships

- Manage and motivate Certified Partners to increase sales within the region.
- Maintain and pursue Certified Partners at a local and Regional level.
- Enlist & Train Certified Reseller to cover regional end-users.
- Review the North America Certified Partner network and recommend improvements to Vice President, Sales.

## **QUALIFICATIONS**

- Have a passion for closing business and building relationships
- Excellent persuasive selling and relationship skills
- Bachelor Degree
- Experience working independently
- Intermediate proficiency with Microsoft Office products is required
- Past employment could include: Control 4, Northern Video, or Axis.

We are looking for local candidates in the Boston, Dallas, or Los Angeles areas only. No telephone calls. For more information on Grandstream and our products please check out our web site [www.grandstream.com](http://www.grandstream.com)