

Grandstream Networks, Inc. is one of the top developers and manufacturers of innovative, high quality and mass-affordable IP telephone and video Surveillance products. Our SIP based turn-key solutions are widely interoperable and distributed worldwide through our Certified Partners and their channels. For product details please visit our web site www.grandstream.com

Presales Manager - APAC

Primary Responsibilities:

Assist APAC Sales Manager with current projects, events and daily partner management operations in the APAC market. These tasks include, but are not limited to:

- Lead generation to find new business opportunities
- Develop and maintain strategic relationships with both new and existing partners
- Coordinate with both Sales and Technical Support teams to facilitate partner projects and requirements
- Monitor and evaluate the activities and products of the competition
- Actively create, attend and promote webinars for product trainings

Qualifications:

- Bachelor's degree in Business Development, International Business, Computer Science or Telecommunications related fields.
- Excellent verbal and written communications skills.
- Experience or knowledge in IP Telephony, IP Video or VoIP is preferred
- Experience or knowledge working with Service Providers or Telecom Equipment Manufacturers in APAC is a plus
- Willing to travel internationally

The office is conveniently located on 126 Brookline Avenue, Boston – a 5 minute walk from the Kenmore T Stop. Please email your resume to hr@grandstream.com