

**Grandstream Networks, Inc.** a leading international manufacturer of VoIP phones, VoIP networking equipment, and IP Video Surveillance cameras headquartered in Boston, MA, is seeking Regional Sales Manager in North America for their Boston, MA, City of Industry, CA, or Dallas, TX offices.

Focused on the North America marketplace with a new innovative Video Conferencing product, you'll have real responsibility, real work, and real opportunities to establish and develop a solid position for Grandstream in the Video Conferencing Marketplace. You'll be responsible for growing Grandstream products sales through our existing Certified Partners, and developing new distribution/reseller relationships. Your efforts will definitely contribute to Grandstream's Bottom-line. —the possibilities are endless.

## **RESPONSIBILITIES**

You will have the opportunity in North America to close business, develop Internet Telephony Service Provider relationships, establish reseller channels, and build/motivate our existing Certified Partners.

**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.
- 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
- Strong sales skills
- Experience working independently
- Intermediate proficiency with Microsoft Office products is required
- Past employment could include: Cisco, Polycom, Lifesize, or Tely Labs.

We are looking for local candidates 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)