

Job Description

Position	Sales Account Manager – Mexico, Central America, Caribbean
Location	Mexico City, Mexico
Type	Client Company Direct Hire
Years' Experience	6+ years

Company Brief

Client-company is a global leader of real-time transaction management software for network operators. Client-company develops software solutions that enable Operators to interact, view, control, and monetize network activity. Client-company changes the game for its Customers (and their partners) by being the best at enabling them to innovate the business of how people, objects, and services interact with their network.

Client-company is looking for an individual to deliver the top line revenue for the Northern Latin American (NOLA) region which includes Mexico, Central America and the Caribbean and further develop a growing, profitable business unit for the region. The top performer chosen will be a pivotal member of the management team, contribute to the strategic direction and operational execution of the overall business.

Key Job Responsibilities

- ◆ Develop and implement an overall Northern Latin America sales strategy for the company's products and services, including business development, direct sales and business partnerships
- ◆ Develop and review tactical account plans, and obtain the support of key stakeholders such as services, development and support, while working closely with the Pre-Sales team
- ◆ Accurately forecast sales revenue, based on in-depth understanding and sound judgment, taking into account revenue recognition implications
- ◆ Effectively manage the Northern Latin America sales and technical sales teams

Candidate Qualifications & Experience

Candidate must:

- ◆ Have a proven track record of identifying and developing a local network of Customers within the Telecoms Industry in the region
- ◆ Have solid experience in closing big ticket, complex turn-key sales solutions (primarily OSS/BSS software)
- ◆ Be a first class, software management professional with at least 6+ years' experience sales and sales management experience within the Telecom Industry in the region
- ◆ Have already established contacts at senior levels in Tier-1 Telecom (Latin America) that are current and have decision-making authority for acquiring Software solutions
- ◆ Have experience of both large company best practices and processes and small company versatility and hands-on management style
- ◆ Possess a Bachelor's degree and will ideally have a Masters
- ◆ Be fluent in English and Spanish.

Other Critical Skills:

- ◆ Strong background in developing and managing commercial relationships, including channel partners

- ◆ Exposure to/Knowledge of: OSS/BSS (e.g. convergent mediation, policy and charging control) for traditional and next-generation mobile, IP, and optical networks
- ◆ Capable of building, managing and leading a team of professionals; must have a good track record in recruiting and developing good people
- ◆ Must have the ability to nurture and develop a cross-functional, national team to exceed targets and view 100% of target as a minimum performance standard
- ◆ A good technical grasp of Telecom Solutions in order to add value to customer discussions and translate product strengths into business benefit
- ◆ Excellent interpersonal skills will be needed in order to build the strong relationships that will be critical to the success of this role
- ◆ Enjoys a fast paced schedule with frequent travel away from home

If you are interested...

If you think this opportunity might be a good match for you, Sabianet would like to review your resume in consideration of moving your candidacy forward. Please submit to: careers@sabianet.com