

Senior Regional Sales Manager

Location: United Kingdom

Job ID: RSMUK

KEY RESPONSIBILITIES:

The Executive Account Manager is responsible for selling NIKSUN's Network Performance Management and Network Security Management solutions in their assigned, named account, territory. The Executive Account Manager is responsible for both the development of new accounts and the management, growth and expansion of existing accounts within their territory. The Executive Account Manager will be responsible for prospecting, account development, and opportunity management using consultative selling approaches focused on providing networking solutions for identified customer technical and business requirements. In so doing, the Executive Account manager must be able to converse knowledgeably with Network Engineering, Network Operations, and Network Security personnel at the targeted accounts.

Working with Niksun Systems Engineers, VARs, and / or Solution Partners, the Executive Account Manager is responsible for insuring that a comprehensive, enterprise solution is presented to the customer including the integration of NIKSUN's solution into the customer's Network Operations and Network Security Operations environment. The Executive Account Manager must be able to deal with end-users responsible for network management and / or network security design and operational management. The individual must be able to identify, evaluate and respond to key technical and business issues of the account and develop, present and demonstrate Niksun's capabilities to the customer. Develop and present solution oriented proposals consisting of a technical solution and business ROI analysis.

In many instances, the Executive Account Manager will be working with NIKSUN VARs and Solution Partners. The Executive Account Manager must be able to work in a collaborative way with these partners and maintain a good working relationship with partners, but must always maintain a position as the NIKSUN representative to the account. This means the Executive Account Manager must position themselves as being able to work and meet independently with the end-user and in collaboration with partners.

Initiate marketing and sales activities to stimulate, encourage, establish and develop major account relationships for NIKSUN Inc. Provide territory management data: forecasts, account management documentation, and activity reports to Niksun's management providing basis for strategic account planning.

DESIRED QUALIFICATIONS:

- Strong sales background, selling network management and / or security solutions into major accounts
- Experience in selling high technology network product solutions in WAN & LAN environments with particular emphasis on IP, ATM and Frame Relay protocol implementations is a plus.
- Strong business acumen with the ability to identify the business value add and to develop and present the ROI case for the proposed solution.
- Minimum 7 + years of high-tech sales experience.
- Proven performance selling into major accounts.
- Proven quota performance in direct sales is a must.
- Must and have prior experience selling in the geographical area stated.
- Excellent verbal and written communication
- PC literate in basic Microsoft Office applications (Word, Excel & PowerPoint).
- Must be a self-starter with the ability to work in a fast-paced, entrepreneurial environment.

EDUCATIONAL REQUIREMENTS:

- Bachelor's degree in Computer Science, Network Engineering, Business or Marketing or equivalent and at least 7 years of experience in the field or in a related area with large account solution sales.