

Asia Pacific Sales Manager

Grandstream Networks, Inc. is one of the top designers and award-winning manufacturers of innovative, high quality and mass-affordable IP telephony and IP video products for broadband networks. Grandstream has been growing rapidly during the past 5 years. We are looking for an energetic sales professional in the Boston area to join us to accelerate our continued growth and success in the market.

QUALIFICATIONS

- Have a passion for closing business and building relationships
- Excellent persuasive selling and relationship skills (Fluent English)
- Minimum 2-4 years B2B sales experience, preferably in similar distribution channels and Territory, with an additional 1-2 years of sales management experience.
- Bachelor Degree
- Strong sales skills with track record of meeting target goals and growing market share.
- Experience working with country distributors in Asia Pac Region
- Intermediate proficiency with Microsoft Office products is required
- Past employment could include: ACTi, Cisco, SMC, Mobotix, 3Com, or Axis.

RESPONSIBILITIES

Primarily focused on the: Australia, Korea, Japan, SAARC South Asian Association for Regional Cooperation -- Bangladesh, Bhutan, India, the Maldives, Nepal, Pakistan and Sri Lanka, and Association of South-East Asian States (ASEAN). Indonesia, Malaysia, Philippines, Singapore, Thailand. Brunei Darussalam, Vietnam, Laos, Myanmar, and Cambodia. Our Asia Pac Sales Manager will close business, develop Service provider relationships, and build/motivate our existing Asia Pac distribution partners. This person will manage sales activities by performing the following duties :

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

Sales Management

- Directs sales forecasting activities and sets performance goals accordingly.
- Reviews market analyses to determine customer needs, price schedules, and discount rates.
- Delivers sales presentations to key clients in coordination with Distributor sales representatives.
- Meets with key clients, assisting Distributor 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.

Distributor Relationships

- Manage and motivate distributors to accomplish sales and distribution goals within the region.
- Maintain and pursue distribution and sales opportunities at a local and Regional level.
- Reviews distributor network and recommends improvements to Vice President, Sales.

We offer competitive salaries and excellent benefits. The office is conveniently located in Brookline, MA. Please email your resume to hr@grandstream.com