

Grandstream Networks, Inc. is one of the top developers and manufacturers of innovative, high quality and affordable IP voice and video telephony products for broadband networks. Honored with numerous prestigious awards (e.g., Deloitte Technology Fast 500 and Inc. 5000 two years in a row) and rapid growth in recent years, Grandstream has become a major world-wide supplier of IP telephony and IP video terminal products in the rapidly growing global IP communications market.

If you are a self starter, have a passion for learning, closing business, building relationships with distributors and Telecommunication Service Providers, have a proven track record of meeting goals, are organized, and detail oriented, you may be a great candidate for our **Inside Sales Assistant** position at our Boston head office.

The company is conveniently located in Coolidge Corner, Brookline, MA. Public transportations and parking are available at door step. We welcome fresh graduates from Marketing, Financing, Communications, Engineering, and other areas. Internship arrangement is possible. Visa sponsorship is possible.

Position has great potential to earn top commissions, on top of base salary and benefits.

RESPONSIBILITIES

Primarily focus on the European, Middle East and Asia markets. As ***Inside Sales Manager Assistant***, you will develop relationships with various service providers, system integrators, build/motivate our existing EMEA distribution partners and will close sales. This person will manage sales activities by performing the following duties:

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

Assisting Sales Management

- Assists Regional Sales manager on daily basis
- Reviews market analyses to determine customer needs, price schedules, and discount rates.
- Delivers sales presentations to key clients in coordination with Distributor sales representatives.
- Assists Distributor sales representative with maintaining daily 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.

Maintaining 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.

QUALIFICATIONS

- Bachelor Degree
- 1 year sales experience prefer, especially in IP Telephony / IP Video Industry

- Excellent persuasive selling and customer relationship skills (Fluent English)
- Have a passion for closing business and building relationships
- Intermediate proficiency with Microsoft Office products is required
- Foreign language skills a BIG plus. Bilingual candidates and recent college graduates encouraged to apply

For more information on Grandstream and our products please check out our web site www.grandstream.com

Please reply to hr@grandstream.com