

Grandstream Networks has been connecting the world since 2002 with SIP Unified Communications products and solutions that allow businesses to be more productive than ever before. Our award-winning solutions serve the small and medium business and enterprises markets and have been recognized throughout the world for their quality, reliability and innovation. Grandstream solutions lower communication costs, increase security protection and enhance productivity. Our open standard SIP-based products offer broad interoperability throughout the industry, along with unrivaled features, flexibility and price competitiveness.

If you are a self starter, have a passion for closing business, building relationships with Distribution Channels and Telecommunication Service Providers (ITSP), have a proven track record of meeting goals and growing the EMEA business territory, you may be a great candidate for our **Account Manager, Poland** position.

RESPONSIBILITIES

Primarily focused on the **Polish** market. As, Account Manager, you will develop relationships with various service providers, system integrators, build/motivate our existing Certified Partners and will close business. This person will manage Sales and Marketing activities by performing the following duties:

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

Sales Management:

- Direct sales forecasting activities and sets performance goals accordingly.
- Review and Develop market analysis to determine customer needs, price schedules, and discount rates.
- Deliver sales presentations to key clients in coordination with Distributor sales representatives.
- Meet with key clients; assisting Distributor sales representative with maintaining relationships.
- Monitor and evaluate the activities and products of the competition.
- Prepares cyclical sales report showing sales volume, potential sales, and areas of proposed expansion.

Market Development:

- Develop Country Specific Sales & Marketing Collateral & Programs.
- Create Webinars, Presentations and Attend Trade Shows and Sales Events.
- Coordinate/expedite Order Fulfillment & Certified Partner Inventory Levels.
- Review reseller, service provider network and to recommend/suggest needed improvements.

QUALIFICATIONS

- Have a passion for closing business and building relationships.
- Excellent persuasive selling and relationship skills.
- Minimum 2-4 years B2B sales, marketing, management experience.
- Bachelor's degree. Multilingual (Fluent English is a must).
- Detailed orientated, focusing on market share revenue growth.
- Strong sales closing skills with track record of meeting target goals.
- Experience working with distribution channels in Europe.

Past employment with (but not required) is a plus: Cisco/Broadsoft, 3CX, Yealink, Snom, Gigaset, ITSP.

We are looking for candidates in Poland only. No telephone calls. For more information on Grandstream and our products please check out our web site www.grandstream.com