



iWedia Job Description

Job Description Summary

<u>Name:</u> tbd	<u>JOB TITLE:</u> Pre-Sales Manager	<u>REPORTS TO:</u> VP Sales	<u>Location:</u> APAC, France or Germany
<u>Primary Position Objectives:</u> You work as a technical specialist in iWedia's sales organisation. Your prime responsibility is pre-sales support for operator customers until deal signing. Additionally, you act as a bridge to iWedia Engineering team.			
<u>Project Responsibility</u> n/a	<u>Financial Responsibility</u> n/a	<u>Management Responsibility</u> n/a	<u>PERSONAL OBJECTIVES:</u> <input type="checkbox"/> YES (see separate doc) <input type="checkbox"/> NO

Job Responsibilities

You will identify and realize new business for iWedia, within its existing eco system or by expanding into new areas. Main Tasks and Responsibilities include:

- Work closely with the sales team to acquire new clients or projects
- You present and showcase iWedia products and services, at prospective client sites, at trade fairs and conferences and webinars
- Provide answers to project, business functionality and technical questions that arise during the sales process
- Manage new inquiries and RFPs by reviewing deal requirements and feasibility, analysing market dynamics and competitive environment, and elaborate business rationale
- Use and extend your network and relationship management with customers and partners at senior management levels
- You may take ownership of selected accounts, from pre-sales to post-sales, working with all stakeholders to execute
- Help to closes new deals by coordinating requirements; developing and negotiating contracts

Your Profile

Your profile shall be a technical, results-driven technical and business all-rounder, with strong customer business creation focus in a variety of markets (consumer, telco, IoT) for OEMs, solution providers and industry partners.

- BS in Business, Electrical Engineering, Computer Science or equivalent
- 5+ years of international business development, marketing, and/or sales experience with DTV middleware products and solutions
- Proven ability to manage complex negotiations with senior executives
- Self-motivated, responsible and able to work independently
- Outstanding presentation and communication skills in German and English
- Team player, pro-active information exchange
- With your personal style, example and coaching you will enhance the team's excellence
- Willingness for frequent international travel

Signature and Date

Employee : _____

Manager: _____

HR Responsible : _____