



# iWedia Job Description

## Job Description Summary

<b>Name:</b> tbd	<b>JOB TITLE:</b> Sales Manager	<b>REPORTS TO:</b> VP Sales	<b>Location:</b> France or Germany
<b>Primary Position Objectives:</b> You work as a Sales and Account manager in iWedia's sales organisation. Your prime responsibility is post-sales support for operator customers.			
<b>Project Responsibility</b> n/a	<b>Financial Responsibility</b> n/a	<b>Management Responsibility</b> n/a	<b>PERSONAL OBJECTIVES:</b> <input type="checkbox"/> YES (see separate doc) <input type="checkbox"/> NO

## Job Responsibilities

You will manage existing and new clients for iWedia.

Main Tasks and Responsibilities include:

- Use and extend your network and relationship management with customers and partners at senior management levels
- Take ownership of selected accounts, from pre-sales to post-sales, working with all stakeholders to execute
- Work closely with the pre-sales team to acquire new clients or projects, process new inquiries, RFPs and manage the commercial proposals, including biz case assessment (PIF)
- Administering client accounts (P/O and invoice handling, change requests, internal planning and reporting)
- Work on expanding business engagement with existing customer
- You present and showcase iWedia products and services, at prospective client sites, at trade fairs and conferences and webinars

## Your Profile

Your profile shall be a results-driven technical and business all-rounder, with strong customer business creation focus in a variety of markets (consumer, telco, IoT) for operators, 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 : \_\_\_\_\_