

Grandstream Networks, Inc. a leading international manufacturer of VoIP phones, VoIP networking equipment, Conferencing, and IP Video Surveillance cameras headquartered in Boston, MA, is seeking a Business Development Manager for their Boston, MA offices.

Focused on the developing/improving 3rd party relationships with our existing Technology partners and with new Video Conferencing providers, you'll have real responsibility, real work, and real opportunities to establish and develop a solid position for Grandstream in the Marketplace. Your efforts will definitely contribute to Grandstream's Bottom-line. —the possibilities are endless.

RESPONSIBILITIES

You will have the opportunity world-wide, to develop Internet Telephony Service Provider relationships, work with companies like Google & Microsoft, as well as, Bluejeans, Broadsoft, and other major players.

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

Sales Management

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

Certified Partner Relationships

- Manage and motivate New Technology Partners to increase Grandstream Product Content.
- Maintain and pursue Existing Technology Partners at a local and Regional level.
- Review the Certified Partner network, world-wide, and recommend improvements to Vice President, Sales.

QUALIFICATIONS

- Have a passion for closing business and building relationships
- Excellent persuasive selling and relationship skills
- Bachelor Degree
- Strong sales skills
- International Travel May be required
- Experience working independently
- Foreign Language Skills a plus
- Past employment could include: Cisco, Polycom, BlueJeans, Lifesize, or Tely Labs.

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