

Sales Manager, Video Collaboration Solutions

Grandstream Networks, Inc. is seeking an enthusiastic and experienced Sales Manager of Video Collaboration Solutions to join our Sales Team. Headquartered in Boston, MA. Grandstream is an international manufacturer that has been connecting the world since 2002 by providing award-winning SIP Unified Communication & Collaboration solutions, Networking solutions, and IP Video Security products to businesses throughout the world. A 3-time recipient of the prestigious Deloitte Technology Fast 500 awards, Grandstream has been growing rapidly and profitably at double-digit compound growth rate in sales year-over-year during the past 15 years and is expanding its sales force to target new markets aggressively. We offer innovative products & solutions with disruptive competitive edges to significantly raise the quality and user experience of today's unified communications & collaborations, networking, and security markets.

If you have channel sales or business development experience with video conferencing/collaboration products and are looking for a financially rewarding and intellectually challenging career opportunity, we want to talk to you. As the Video Collaboration Solutions Sales Manager, you will be part of our Sales Team to potentially re-define growth of innovations. This position offers a competitive base salary along with very generous benefits package & sales commissions, and the unlimited opportunity for growth and advancement.

Responsibilities

- Develop new channel partners for our video conferencing & collaboration products
- Manage and motivate existing Certified Partners to promote our brand and grow video conferencing product sales within the region
- Provide onsite/remote training to distributor/resellers on a periodic basis
- Frequent travel (up to 50%) is required

Requirements/Qualifications

- Bachelors' Degree
- Persuasive selling and relationship-building ability, independently motivated, self-starter
- In-depth knowledge of the video conferencing market and account management skills
- Past experience in selling video conferencing products through distributors/resellers
- Past employment or selling experience with Cisco, Polycom, Lifesize, Aver, Pexip, etc a BIG PLUS

We are looking for candidates in the Boston, MA, San Jose, CA or Austin, TX area. No telephone calls. To apply, send your resume to hr@grandstream.com.

For more information on Grandstream, check out our website, www.grandstream.com.