

**Grandstream Networks, Inc.** is one of the Top developers and manufacturers of innovative, high quality and mass-affordable IP telephone, IP Video/Audio Conference and IP Video Surveillance products. We offer turn-key solutions and widely interoperable VoIP products. For product details please visit our web site [www.grandstream.com](http://www.grandstream.com)

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

## **RESPONSIBILITIES**

Primarily focused on the **Central European** 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** include the following. Other duties may be assigned.

### Sales Management

- Direct sales forecasting activities and sets performance goals accordingly.
- Review and Develop market analyses 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 distributor network and to recommend/suggest needed improvements.

## **QUALIFICATIONS**

- Have a passion for closing business and building relationships
- Excellent persuasive selling & relationship skills
- Minimum 2-4 years B2B sales experience, preferably in similar distribution channels and territory, with an additional 2 years of sales & marketing management experience
- Bachelor Degree
- Detailed orientated
- Strong sales skills with track record of meeting target goals and growing market share
- Experience working with distribution channels in EMEA Region
- Multi Lingual (Fluent English is a must)

Past employment with (but not required) is a plus: Polycom, Cisco, Gigaset, Yealink, Snom, Ubiquity, Mikrotik

We are looking for candidates in Balkans only. No telephone calls. For more information on Grandstream and our products please check out our web site [www.grandstream.com](http://www.grandstream.com)