



JOB DESCRIPTION

Job Title

Key Account Manager, Europe

Reporting Manager

VP Sales

Position Purpose

The Key Account Manager (KAM), Europe is responsible for qualifying sales opportunities, developing sales pipeline, managing the sales cycle, and achieving revenue goals, assisting with the development and execution of the company's strategies and results of a specific large account in Europe. This position is responsible for the sale of Enea's products and services to a key account in Europe; this includes managing key customer relationships and addressing their needs and issues through a thorough understanding of their customers' business. The KAM will develop and maintain relationships with key commercial and technical decision makers, influencers, and contacts within the account through multiple levels up to SVP and CxO. This person must have exceptional communication skills, including the ability to effectively communicate the business impact of Enea's technology.

The KAM plans and directs all sales activities including planning and implementing forecasts; establishing short and long-term goals to meet the department's overarching sales strategy and objectives.

Essential Duties and Accountabilities

- Identify, qualify, and close new and upsell sales opportunities to generate sales revenues that meet or exceed assigned goals
- Develop a strategic account plan to deliver sales targets in accordance with Enea's product strategy
- Manage and meet quarterly and annual quota targets for the account
- Responsible for all goals and quotas as assigned by Sales Management
- Provide consistent quarterly bookings/revenue performance
- Prioritize activities and resources accordingly in order to achieve sales targets and goals
- Provide accurate forecasting of revenues and bookings; prepare recurring sales forecasts, eg: pipeline/funnel/forecast reports, etc
- Ability to travel 25%+ of the time for face-to-face customer meetings
- Build long term partnerships with the customer
- Ensure there is regular communication with the customer
- Conduct introductory and high-level presentations
- Work closely with Systems Engineering to identify and scope opportunities and to deliver technical and roadmap updates and RFX responses
- Negotiate deals directly with central and/or local Procurement including detailed pricing strategies and contract drafting
- Drive/lead resources used to support the sales process, eg engagement with Systems Engineering, managing RFP responses and bid management, proposal development and delivery, expert presentations, collateral development



- Deliver timely technical and administrative product and solution information to create long-term, on-going business relationships and set the stage for future opportunities
- Articulate account and market insights to Enea Executives, Sales Management, Marketing and Product Management
- Work with the Marketing Team for lead generation and marketing activities
- Maintain accurate and current database records of contacts, activities, and sales potential
- Lead a cross-functional team through focused planning and communication through the successful execution of the sales cycle
- Ensure that all functions provide post-implementation support to assigned customer; serve as a point-of-escalation for issues or activities that the customer encounters during services utilization
- Engage with Global Support team and Engineering on the timely resolution of critical issues
- Maintain a thorough understanding of Enea's competition through regular study and evaluation. Share competitive intelligence with and obtain this knowledge from product management to help improve the quality and positioning of Enea solutions.

Skills and Competency Requirements

- Must be self-motivated and able to hunt for new and upsell opportunities within the account
- Demonstrate a willingness to take action on problems or opportunities without encouragement; possess the desire and willingness to push toward achieving a desired goal or end-state without suggestions or prompting from others
- Demonstrated ability to achieve or exceed aggressive growth targets
- Demonstrated ability to lead and work collaboratively with cross-functional team members; ability to get results through others; able to influence and pull teams together to meet account goals
- Possess strong deductive reasoning skills and be capable of thinking through problems in a systematic and logical manner; identify consequences and implications
- Ability to adjust strategies and realign priorities in a continually changing environment
- Confident in own abilities and judgment. Take responsibility for problems or failings
- Expert in listening, written and verbal communication

Education and/or Experience

- Bachelor's degree in computer science (or similar), business or related field required. Master's degree preferred
- Minimum of 10 to 20 years of experience in direct field sales selling carrier-class, technology products and services
- A thorough understanding of the telecommunications industry; challenges faced by operators and associated opportunities to provide solutions
- Strong relationship and network of industry contacts specifically within wireless and/or broadband carriers in Europe
- Previous knowledge and experience with software licensing
- Experience collaborating with partners while maintaining direct communication with customers

**Travel or Other Requirements**

- Must be willing to travel internationally as necessary

Location

- Europe – Italy, Spain, UK, or Germany preferred
- Work from home / work remotely

Apply

- Please forward an updated resumé detailing how you meet the criteria for this role to: info@owmobility.com
- Also see <https://owmobility.com/careers/>