

Are you ready to rumble?

Technical Sales Director EMEA (m/f)

Reference CK0265/ 09

Our client

Our client is based on the West coast of the United States and was founded in August 2002 with the goal of accelerating deep packet processing in IP networks. The company is focused on using its network processor technology in network surveillance applications through its family of network surveillance systems, which is the first of its kind optimised for real-time, wire-speed, "live" network surveillance. The company has been venture funded from the day one and has very recently received funding from a new investor for the purpose of expanding into new geographic markets, the EMEA region in particular.

Main objective of position

Your focus will be to identify opportunities and develop new business in the EMEA region. The position requires solid technical understanding of the product in order to adequately present its value proposition to customers. The primary target are system integrators in the security field as potential customers. Therefore Business Development, Key Account Management, Technical Consultancy, Contractual negotiation and market awareness (competitive intelligence) are essential competencies for this position.

Your profile

We are looking for a Bachelor/ Master in telecom engineering, computer science, information systems/ technology or comparable technical training (apprenticeship). A minimum of 5 years of sales and/ or sales support experience, preferably in the systems integration or telecom/network technology field is necessary.

General Knowledge

presentation skills (ability to present complex technical concepts to technically trained audiences) ▪ negotiation skills ▪ ability to work as a part of a virtual international team ▪ inter-personal skills ▪ flexibility (willingness to travel and adaption of cultural environments) ▪ leading structured dialogues (question / answer sessions) with customers (system users) for the purpose of comprehensively understanding requirements ▪ excellent English language skills; German or French would be a plus

Technical Knowledge

▪ service providers' network (Internet) infrastructures ▪ IP network types (e.g. LAN, WAN) ▪ network communication protocols (e.g. TCP/IP, SIP) ▪ protocols of common Internet applications (E-Mail, Web, Web 2.0, Peer-2-Peer, Instant Messaging, Chat) ▪ network security (e.g. firewalls, packet filters, VPNs) ▪ analysis using tools (Wireshark, Snoop or tcpdump) ▪ transmission media / technology used in today's telecom environment (e.g. optical) ▪ hardware architectures for real-time/ high-speed network processing is a plus

Your benefits and place of work

The position's remuneration package is competitive and consists of fixed (ca. 2/3) and variable (ca. 1/3) components. The latter will be based on the achievement of quantitative targets (top-line revenue and profitability). The specific level of pay will depend on the individual candidate's qualification and experience level. Your place of work will be to 1/3 home office, 1/3 travel and customer visits and to 1/3 office-based in Germany or Switzerland.

Interested?

So please send your CV, documents and salary expectations via eMail to job@coachkontor.com. We are looking forward talking to you.