

“Global Sales Director-Wireless Carrier”

Office Location – Home based (remote)

Our client is the leading provider of customer analytics to the mobile industry. Their solution is the gold standard for measuring customer experience for service providers, regulators, manufacturers and industry analysts. They currently do business in over 80 countries across six continents. Led by a truly visionary and accomplished team of industry veterans, all startup veterans, backed by a household name in telecom, and identified as a new member of telecom’s [“Power 100”](#), they are poised for rapid growth after doubling in size already in 2019.

My client is seeking to add a consultative sale professional familiar with the challenges faced by marketers in attracting, converting, retaining and responding to their customers. You will pioneer an entirely new set of mobile capabilities to the CMOs of leading national brands across the Pacific Coast. In this role you will collaborate directly with the leaders of sales, services, marketing and product at the San Francisco based headquarters.

Role:

- Driving revenue growth and new product sales with strategic client
- Execute an innovative effective account strategy to grow influence and position as the trusted source for competitive insights in the market within the marketing, engineering and business units of the client.
- Develop new business relationships with new and broaden working partnerships with existing Executive leaders to realize growth objectives
- Partner directly with the Executive, Product and Marketing teams to maximize results of corporate initiatives.
- Lead negotiations for all global business contracts, partnering with CFO to successfully bring these to a close
- Provide a key contribution to the global success of the company, through developing collaborative relationships and sharing insights with other members of the sales team and supporting organizations

Skills Required:

- Intimate knowledge of the target account and established relationships and active contact base amongst CTO, CMO and Enterprise Business areas, that you immediately utilize
- Substantial experience introducing new business applications to wireless carriers
- Solid comprehension of cellular technologies, customer experience sectors, network quality/performance metrics, operational structures and processes.
- New business vs. maintenance track record with accounts
- Capable of working small rapid transaction cycles and long-term strategic cycles
- Strong ability to plan and forecast
- Commercially astute with a strong understanding of financial processes and business modelling
- Thrive in an independent role, strong skills with self-sufficiency, enjoy a fast-paced, highly dynamic environment where creative and innovation are the watchwords.
- 50% travel

Apply to Darrell Rosenstein, ddr@intrinsic-search.com