

Position: Partner Account Manager

Locations: USA – North East region – Preferred; New York, Pennsylvania (Philadelphia), Massachusetts central hubs.

Description:

Asavie Technologies North American sales team is a constantly evolving, success orientated and dynamic group – we are in it to win it! Our class leading suite of products are offered through partner channels where we are known for our ‘can do’ attitude and our extra mile approach to delivering on our promises.

Is this role for you?

- Proven sales experience and success
- Business Development experience
- Self-starter with a drive to succeed both individually and part of an energetic team
- Organized individual who can deal with multiple business demands and deliver on time
- Comfortable traveling regularly
- Proud of personal integrity

In short – we want great people!

Responsibilities:

- Build regional sales revenue growth strategy and execute
- Manage and develop relationships in partner sales channel and beyond
- Deliver in person and web based technical and sales training sessions
- Create, drive and maintain awareness of products within partner sales teams
- Create and manage marketing activities to grow revenue in local markets
- Meet and drive to exceed revenue targets
- Act as a pre-sales resource to partner sales representatives
- Engage technical support and act as point of escalation for customers
- Assist in ongoing development of North American sales strategy

Requirements:

- Exceptional communication skills
- Ability to present to large groups in a concise, measured and confident manner
- Quickly learn the underlying systems that drive Asavie Technologies cloud services
- Knowledge of IP networking
- 5 Years relevant work experience
- Demonstrated knowledge and passion for mobile communication
- Previous experience working for wireless carrier is very desirable
- High energy, team player who motivates and excites others
- Keen traveller, jump on a plane, go there and make it happen
- Partnership builder who understands the value of good relationships
- Demonstrated sales experience, particularly solution selling



- 4-year degree desirable

About Asavie

Asavie is the world's leading developer and provider of cloud-delivered, secure connectivity services to mobile Carriers. Asavie's unique Software-as-a-Service (SaaS) connectivity solution delivers seamless connectivity to the Carrier's customer, regardless of network, technology and locations. This market is poised to grow from zero to almost a billion dollars per year in the next 5-10 years. Asavie has developed world-class products over the past few years and has now reached significant sales and strong profitability.

How to Apply

If you think you have what it takes to really make a contribution in our company then email your CV and cover letter to careers@asavie.com. We offer higher than average compensation reflecting the calibre of person required.