

Position: Partner Development Executive

Location: UK

Permanent full-time

Salary: Competitive

Travel Requirements: 50-70%

Asavie is expanding and is seeking experienced, hard-working, self-reliant sales executives with strong technical, negotiating and communication skills.

The objective is to forge new relationships with existing and prospective operator accounts and to deliver revenues in Enterprise and SMB markets.

Raising awareness of Asavie's services and technical capabilities, building strong personal relationships, delivering upon KPI's and sales targets are central to performance measurement and success.

Responsibilities:

- Deliver upon KPI's and secure target sales results
- Build relationships with and work through Partner Product, Marketing and Sales teams
- Deliver in person and web-based technical and sales training sessions
- Create, drive and grow awareness of Asavie services within partner sales teams
- Engage Asavie technical support and act as point of escalation as and when required to close sales
- Assist in ongoing execution of European sales strategy

Requirements:

- Strong communication, presentation & sales closing skills
- Ability to learn technical concepts and communicate these in an understandable manner
- Ability to present to groups
- Relevant work experience (previous sales work to/for carrier is desirable)
- Energetic team player
- University level degree desirable
- Responsible self-starter with a drive to succeed
- Organized and trustworthy. Capable of dealing with multiple business demands and deliver on time
- Ability to undertake regular travel (in-country)

Overview:

Asavie is the world's leading provider of cloud-delivered secure connectivity services to mobile Carriers, Channel Resellers and OEMs worldwide.

Delivered from our unique SDN platform (Passbridge™) Asavie services are completely On-Demand, infinitely scalable and continually evolving in order to provide our partners with a range of mobility, secure machine-to-machine (M2M) and cellular WAN solutions.

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.