

Position: OEM Territory Manager

Location: Northern Europe/UK

Permanent full-time

Travel required: 50%+

Asavie Technologies OEM team is a constantly evolving, success orientated and dynamic group – we are in it to win it! Our leading suite of SaaS 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.

The OEM Sales role is a key position within Asavie reporting to the VP of OEM Sales. You will be responsible for developing & driving Asavie’s OEM sales within your territory. You will contribute to the overall vision, strategy and execution plan to drive OEM sales success. The position is based in North America. Strong experience in OEM sales in a technology company is essential.

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

Responsibilities:

- Identify new markets to widen market base for enhanced revenue and profit generation.
- Identify, recruit, enable and manage OEM partners
- Understand, challenge and exploit value drivers for each prospect/customer
- Negotiate, structure, and close OEM contracts

- Build and develop joint go-to-market plans to help drive OEM sales
- Take responsibility for OEM bookings financial results on both a new OEM and sell-through basis
- Provide up to date commercial and market information
- Contribute to the ongoing development of the OEM strategy and product development

Requirements:

- Exceptional communication skills
- Ability to present to large groups in a concise, measured and confident manner
- Provide accurate forecast and pipeline management
- Quickly learn the underlying systems that drive Asavie cloud services
- 4+ years relevant work experience
- Demonstrated knowledge and passion for mobile communication

- Software industry experience is an advantage
- Proven success in creating and developing new business models is 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.