



## **JOB POSTING**

**Date:** 30th October 2009

**Expires Date:** 30 March 2010

**Position:** Territory Sales Manager

**Profile:** S

**Department:** Sales and Marketing

**Coach/Reporting:** Vice President- NA Sales

**Direct Working Relationship(s):** Customers, KORE Sales staff, KORE Operations, Support, Marketing & Finance staff, KORE Management

**Work location:** Atlanta

### **Overall purpose of position:**

To identify and cultivate profitable wholesale service opportunities for the sale of KORE wireless services in a defined regional territory. To represent the Company professionally, leading to closure of new business, and managing that business for maximum growth and profitability in the defined regional territory.

### **Main responsibilities:**

- Establish KORE as the leading M2M service provider in the regional territory
- Define, characterize & grow business in the regional territory
- Identify prospects & execute basic and strategic selling skills to convert prospects to KORE customers
- Grow new & existing customers into Major Accounts
- Develop & execute sales plan & market strategies to maximize sales penetration
- Define & identify partnership relationships to maximize sales penetration
- Establish & sustain commercial relationships, in line with KORE guidelines
- Ensure that technical & commercial requirements are fully understood and communicated internally
- Create & present business proposals to new account opportunities
- Prepare and complete necessary contractual documentation for long-term service delivery
- Support customers during test and development cycle to optimize their own service applications for use in the KORE digital network, in conjunction with Operations staff
- Meet sales, subscriber and customer satisfaction targets
- Maintain and communicate a monthly/quarterly/annual sales forecast for the regional territory & individual customers
- Utilize Salesforce.com to reflect territory activity and forecasts
- Develop & maintain effective teaming relationships with sales peers
- Develop & understand competitive positioning to maximize sales
- Participation in the design and development of appropriate sales collateral and sales tools as needed, both for personal and broader Company use

**Qualifications required:**

- Minimum of three years technical products sales experience, with at least two years of experience in either IP internetworking OR wireless data areas.
- Understanding of the wireless communications and Internet sectors, developed in IP-based, SS7-based or satellite services; familiarity with GPRS/GSM, CDMA and SMS messaging wireless technologies is highly desirable
- Ideally, experience in sale of integration or added-value services in an IT environment
- Must have an excellent command of English, oral and written

**Qualities - Personal:****Planning and organizational skills:**

Self-starter, with effective time & territory management skills, including the ability to organize and schedule events, activities and resources.

**Communications:**

Strong oral and written communicator, able to clearly manage often-complex business relationships with long contractual commitments, in a way that results in exceptional customer satisfaction

**Teamwork:**

Able to act as a bridge between customer and KORE technical/sales resources, while balancing the business needs of the customer & KORE

**Personality:**

It is expected that the role will have a high degree of customer/partner telephone interface, to multiple levels within the customer organization. As a result, excellent prospecting and communications skills will be required

**Qualities - Professional:****Specialized knowledge:**

Understands the technical and professional aspects of their market vertical and continually updates market and technical knowledge in wireless messaging and IP service areas

**Problem solving and analytical skills:**

Analyzes issues and breaks them down into their components; makes systematic and rational judgments based on relevant information.

**Qualities - Entrepreneurial:****Commercial awareness:**

Understands and applies commercial and financial principles, and is able to properly control the processes of negotiating long-term (2+year) service contracts

**Creativity and innovation:**

Creates new and imaginative approaches to work-related issues. Identifies fresh approaches and shows a willingness to question the 'obvious' assumption.

**Action orientation:**

Demonstrates initiative, judgment & decisiveness in originating action.

**Working Relationships:**

**Internal:**

Executives  
Operations and support staff  
Sales staff & peers  
Marketing staff  
Finance staff

**External:**

Customer & partner senior management to 'C' level, as well as technical staff