

## Regional Sales Manager North Africa Egypt

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Company: Chronos Consulting

Location: Egypt

Category: other-general

### Job Description

Our client is a global provider of intelligent mobile Internet solutions that enable operators to improve quality, reduce network operational expenses and manage and monetize the mobile Internet. They are looking for a Regional Sales Manager to cover the North Africa region.

Candidates can be based in Morocco, Tunisia or Egypt.

#### Qualifications

At least 5 years of experience in regional sales to Mobile Operators.

Proven sales experience with IP Infrastructure hardware and/or software

Proven experience in acquiring new customers

Proven experience in selling to North Africa Operators.

Proven track-record of over-quota performance in sales

Can work independently

Proven track-record of complex deal closure

Proven track record in working effectively leading cross-functional teams, including sales, marketing, engineering, and business development

Innovator with the ability to influence management at all levels (internally and externally)

Ability to operate in a dynamic, start-up environment with minimal supervision

Technical aptitude

Strategic and analytical thinker

Excellent teamwork and project management skills

Excellent communication and presentation skills

Bachelor's degree mandatory

Must be keen to travel

English, French, Arabic – Fluent

Key responsibilities

Manage accounts and find new accounts in North Africa while planning, forecasting, monitoring, and driving the sales pipeline to exceed revenue and margin objectives agreed with the Sales VP.

Maximize performance on sales, revenue, customer acquisition, retention, and satisfaction

Over time, build a strategic team to support the achievement of stretching sales and support objectives for the Key accounts as appropriate

Work closely with teams to devise tactical plans to support the sales process

Work closely with large channel partners to develop and mature the pipeline in the region

Maintain close collaboration with Customer Support and Engineering organizations, ensuring that timely customer feedback is given as well as customer commitments are met

Create and execute annual business plans to effectively integrate with company plans and operations

Maintain a high degree of understanding of the product line, business value and ensure company strategies reflect the needs of customers

Develop a solid network of contacts within named accounts and make this network as wide and as deep as possible – engagement with these customers at the Executive level is essential

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