

BroadSign Sales Director (BSD) - EMEA

Location: EMEA

Description:

This person would be responsible for direct sales and management of the BroadPartner network. This person needs a strong large-account management background and will require the ability to manage complex sales situations and large projects. Position requires extensive business management skills in order to build relationships with in all layers of this customer. The ideal candidate will be proficient in developing quarterly and annual strategic plans in order to drive additional revenue. Business reporting will include a weekly, monthly and quarterly forecast as well as long term pipeline development.

Have the ability to diagnose partner weaknesses and strengths to put in place a curriculum that will improve readiness to sell and deploy BroadSign Solutions. Must have a strong understanding of partner's business model specifically understanding financial statements, P&L, cash flow and income statements. Responsible for driving sales engagement, process within the Region. Serve as partner's key point of contact for relationship management issues relating to all activities within the associated Region.

Responsibilities:

- Beat quota
- Build strong relationships within all layers of named accounts as well as BroadPartners
- Business planning
- Business reporting (monthly forecast, weekly commit, pipeline development)
- Successful in building strong virtual team and network
- Customer acquisition

Must have experience handling million \$ quotas. Strong selling skills in Enterprise accounts as well as sound knowledge and experience in selling complex solutions. Must be a self-starter and strong closer, with multi-tasking ability. Understanding of large business organizations and their buying cycles is preferred. Demonstrated experience with solution selling desired. Requires a minimum BA degree in a technical or sales marketing discipline and 7-10+ years account management experience in a fast-growth, high technology company. Experience in the digital signage industry, selling software, managed services, and networking preferred.

BroadSign is an Equal Opportunity Employer.