

To further expand and strengthen its US business, Ezwim is searching for an ambitious Account Manager to expand our footprint in the large international MNC space with specific focus on the USA market to drive targets in collaboration with our most valued partners in the USA.

Account Manager - Telecom Expense Management

About Ezwim

Ezwim (www.ezwim.com) is a leader in telecom management services for enterprises and operators. Ezwim's Telecom Management Suite, available at www.ezwim.com, offers a complete portfolio of telecom management applications that enable global organizations to gain visibility into, and control over, their mobile and fixed communications assets and costs. Ezwim helps companies to realize telecom cost reductions, process efficiencies and manage every part of their enterprise telecommunications from the cloud.

Ezwim was founded on a simple but powerful idea: organizations should have complete control over their mobile and fixed communications assets and costs, with the ability to administer their telecom infrastructure over the web from any browser. Since 2001, we've helped many individuals, small businesses and global companies do exactly that with our telecom management cloud services for enterprises and operators.

Our Telecom Management Suite offers a complete portfolio of telecom management applications, processes and consultancy, and helps companies reduce their telecom costs and increase process efficiencies by running every part of their enterprise telecommunications in the cloud. Ezwim is a privately held company with headquarters in Amsterdam, The Netherlands and has clients on all continents.

Job Description

You will drive indirect sales with worlds' largest companies. Ezwim already has an impressive footprint of global customers. You will help increase the footprint and help drive USA expansion. Based out of your home office, likely close to either New York or Atlanta, you will lead customer engagement with the largest customers and prospects together with Ezwim's Strategic business partners.

We are looking for a self-starting individual who drives sales and business development independently. However, you won't be working alone as you will be supported by a support team, including bid support, solutions architecture and project management.

You will likely have worked in the IT solutions or telecommunications industry before, and will be comfortable leveraging existing relationships, generating leads, qualifying prospects, selling solutions and closing large complex sales opportunities. New business through an indirect channel will be the focus. This person typically works with senior IT and finance professionals, which require strong relationship building from the start.

Candidates must be passionate about the benefits of "software as a service" and be able to use solution selling skills in securing deals. Clear and confident communications skills are required for telephone, written and face-to-face settings. English is our default language, though we consider Spanish as a second language beneficial. This function will require both national and international travelling at times.

Job responsibilities

- Drive the entire sales process from prospecting to contract signing
- Build and manage an indirect sales channel with partners and working a multi-level consultative sales approach
- Understand customer needs and requirements
- Build and drive/sell a customized value proposition
- Present and articulate product/technology features and the related professional services offering. Actively ask yourself if you can become passionate about our technology and the benefits it offers. This is the core of how Ezwim creates value for customers, and is quintessential for success
- Close sales and achieve quarterly sales quotas

Job requirements

- A minimum of 3-5 years sales experience in B2B software/services sales, preferably in telecommunications
- Experience in consultative sales: presenting and influencing with multiple stakeholders
- BA/BS+ required
- Technology savvy
- Ability to effectively work with a virtual and international team
- Experience in closing deals in the US\$ 250K – US\$ 1.0M range
- Ability to manage entire sales process from prospecting through close in an indirect channel
- Based in United States of America
- Willingness to travel for work

Our offer

- You become part of an entrepreneurial, dynamic and fast growing company
- You play a visible role in the further development of our company
- You become part of a highly capable, motivated and committed team
- An attractive employment package
- Good opportunities for personal development

Ezwim does not appreciate offers/help from recruiters.