

Senior Sales Manager – U.S

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Company: SAM Seamless Network

Location: Tel Aviv-Yafo

Category: other-general

Description

We are looking for a motivated Senior Sales Manager to join us

Main Responsibilities:

Responsible for ensuring that SAM hits monthly, quarterly, and annual bookings as well as revenue targets

Identify new direct and indirect sales opportunities in the region and assess our ability to compete and win

Create, manage, and execute profitable, revenue-generating programs, offers, and value propositions to establish new customer relationships and grow revenue

Convince existing customers to market the shared solution and invest in its relationship with SAM

Develop ideas for possible customer programs that deliver local interest based on in-depth knowledge of the market and competition

Work with and advise management on go-to-market strategies in the region, including brand awareness campaigns and activities

Act as the company spokesperson in the region

Develop regional launch plans for new product releases, ensuring target customers are apprised, engaged, and supportive

Work with marketing to adjust positioning, messaging, and tactics to be effective in the local environment

Work with management to set achievable regional targets and oversee the measurement and effectiveness of sales activities, adjusting as necessary to improve results

Maintain accurate monthly revenue forecasts to inform investment and marketing decisions

Working closely with other cross-functional management teams in marketing, product, engineering, finance, and customer success

Understand the customer's business and overall market and identify the new product, marketing, and business opportunities

Close deals for new products with existing customers

Requirements

Must possess strong sales development leadership skills to ensure delivery of both short- and long-term goals, objectives, and quotas

Must have an existing network with telcos in the North American market, e.g. AT&T, T-Mobile, and Bell

An expert on selling to operator segment and the security market. The competition is preferred but not essential where candidates possess other relevant sales development leadership skills

Experience in the Latam & APAC regions is a plus

Must be able and willing to work in a start-up environment, where a strong self-starter/self-learning mentality is necessary

Quick development of sufficient technical knowledge and industry insight to be able to understand customer adoption, product preference, and technical features of the security software product line, so that they can be translated into compelling programs

12+ years' experience in sales or regional marketing from a technology product company

Minimum of 5 years of software/SaaS selling experience

Experience driving country- and regional-specific strategy and accountability for sales

Ability to work in an ambiguous environment and develop processes

Strong collaborative skills – a team player

Excellent verbal, written, and presentation skills

Regular domestic and some international travel required (approximately 50-60% post-pandemic)

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