

Germany Sales Manager

Job Description:

- A Sales Manager well experienced in the Voice and Communication Enterprise market in Germany
- At least 5 years of actual experience of successful selling communication software / appliances and/or Unified Communication to enterprise market from the business case point of view. Experience required in selling both directly and through partners (System Integrators, Channel partners, Agents etc.)
- A team member of AudioCodes DACH sales team.
- Has personal relationships/networking with customers and key players in the Enterprise/SME market.
- Highly required having high touch skill with enterprise voice project and proven winning stories.
- Has proven record of meeting and exceeding sales targets.
- Highly required having work experience in System Integrator or global solution vendor, selling global enterprise voice products to Enterprise customers.
- Highly required experience in Microsoft enterprise UC solutions and ecosystem
- Good understanding and experience in cloud offering, UCaaS and solutions and professional services.
- Will report to the regional Sales Director.

Responsibilities will include:

- Develop, manage and implement the Company sales plans, revenues and budgets for the region according to the company business and workplans to achieve the company annual and quarterly sales objectives.
- Initiating and coordinating development of action plans to penetrate new markets and customer directly.
- Build effective relationship directly with new and existing Enterprise accounts and sell at all levels within customer organization.
- Recruit and manage successfully the channels / System Integrator partners by aligning them to the appropriate Enterprise customers in the region.
- Work in coordination and cooperation with sales engineers and other Company resources in order to meet the objectives of the sales plans for the region.
- Professionally represent the company in customer engagements, marketing events, and seminars

Work Experience:

- Proven success in a similar position within an organization of at least \$5M in sales.
- Previous experience at a communication software or hardware company and /or Unified Comms sales position and member of a local team.
- Ability to engage on all levels. Ability to address customers from the operational and process related level to the technology, all the way up to the strategic and decision making level.
- Proven ability to identify the key decision makers in each opportunity.
- Experience in managing direct sales and management of a network of distributors/partners.
- Minimum university education or equivalent or Engineering degree.
- VoIP and UC experience mandatory
- Experience in Microsoft based solutions selling to enterprise IT groups, including projects deployments and managed services, based on Microsoft infrastructure and applications. Experience in selling Microsoft Unified Communications projects (Skype for Business, Teams) is required.

Other Requirements

- Dynamic, self-starter with a hunger for sales and winning business.
- Strong business acumen and entrepreneurial spirit.
- Team player, working effectively in multinational environment.
- Strong understanding of customer requirement and market dynamics.
- Full command of English language.
- German language native speaker or fluently be able to participate in contract negotiations and high-level discussions.
- Working from home office, regular travel to visit the customers and partners throughout DACH
- Employed by AudioCodes Germany GmbH

Location: Home office, Germany