



Sales Director Mid West Region

Location: USA, Upper Mid West Region of the United States (OH, MI, WI, MN)

Contract: Full time

Department: Sales

Job Context

For over 20 years, Ekinops has been driving innovation in network systems. We provide solutions focused on the needs of communication service providers and enterprises worldwide.

We provide **open, trusted** and **innovative network connectivity** and enable our **customers' success** by delivering **high value-added** software-driven solutions. Today, over 120 international service providers, including numerous Tier 1 carriers around the world, trust our people and technologies.

Over 50% of our 500+ strong team works in our multi-national Agile R&D centers. Our company has a strong international background, with sales offices strategically located around the world.

Ekinops is recognized for its ESG commitments with considerable improvement in ESG rating following 2022 Gaia campaign and Silver Medal by EcoVadis.

Duties and Responsibilities

Position is responsible for the sale of Ekinops products and services to the Service Providers in the Upper Mid West of the United States:

- Develop and implement strategic sales plan to deploy Ekinops solutions.
- Work with Sales Engineering and Product Line Marketing Team to deliver technical and commercial solutions for the Service Provider customer base.
- Expedite and drive the requirements of customers within Ekinops to deliver solution.
- Provide the organization detailed overview of activities and tasks required, weekly updates in CRM tool.
- Establish and complete meetings (in person and via video conference). Visibility / access to the customer is essential, product overviews, company updates and general business discussions are required weekly.
- Research sources for developing prospective customers and for information to determine their potential.
- Travel required.



Profile and skills

- Bachelor or master's degree in business or Engineering.
- Broad knowledge of Telecom / Service Providers industry including, IP, MPLS, SDN and Optics as well as competitor trends.
- 5+ years' experience and track record of success in a quota carrying sales role preferably with an WDM / Transport networking equipment company.
- Fundamental understanding and experience in DWDM networks and overall transport solutions.
- Aptitude for problem solving; ability to determine solutions for customers (consultative sales approach).
- Must be results-orientated and able to work both independently and within a team environment.
- Must possess excellent verbal and written communication skills.
- Proficiency in using Microsoft Office Suite applications and Salesforce.

Package

- Fix + bonus
- Medical plans
- Life insurance
- 401k

To apply

Ekinops endeavours to be an employer of choice. Our teams are dedicated, imaginative and astute. We strive to work together around our core values, which includes dynamism, empowerment and customer focus.

Send your application using our online application form on <https://www.ekinops.com/careers/opportunities>