



Sales Account Manager France

Location: Massy, France

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 its rating in the Ethifinance ESG Ratings 2023 report and its Bronze Medal awarded by EcoVadis.

Duties and Responsibilities

- Lead and grow Ekinops Transport business in France.
- Work with local and virtual team to meet customer objectives and organize the structure to secure growth through direct sales with identified large accounts, CSPs and MSPs as via indirect channels.
- Develop and lead some existing Accounts linked to the Ekinops strategy. (mainly Tier 2 and Tier 3).
- Develop new business for Ekinops in the region.
- Differentiate Ekinops products from competitors and qualify potential opportunities.
- Setup business forecasts and Go to Market plans to grow Ekinops market share for Transport solutions in France.
- Develop and maintain Customer relationships at all levels and departments at the account (Operations / Engineering / Marketing / Executive Management), this to understand and answer to all Customer Department concerns.
- Engage with Service Provider prospects and identify/qualify new relevant Channel partners to increase Company footprint.



- Organize with Regional management the use of the internal resources needed to support the sales process (Pre-sales specialists, Product Manager, Customer Support resources, R&D, etc.).
- Prepare the sales proposals to be submitted to direct customers and the channels for indirect target customers. Seek approval for the technical and commercial aspects with the Regional Sales Manager, according to the internal company procedures.
- Participate in marketing events, such as exhibitions, sales events.
- Manage and qualify the sales pipeline to achieve short and long term sales targets.
- Work as a team with all Ekinops departments (Presales, PLMs, CSO, Sales Admin, Finance etc..)
- Be a spokesperson for Ekinops in the region.

Profile and skills

- Minimum 10 years sales experience in optical Transport solutions to Telecom, including DWDM, ROADM, OTN solutions.
- Knowledge and good contacts at strategic accounts is a plus.
- Entrepreneurial spirit with strong business development skills.
- Proven ability to drive the sales process from lead generation to deal closing.
- Strong experience in defining and executing joint business planning with strategic customers and channel partners.
- Solution sales and consultative selling experience.
- Enthusiastic, communicative, and passionate.
- Autonomous, flexible, and open minded.
- Team leader & player who drives sales spirit and motivation.
- Fluent speaker and presenter in English.
- Travel within the region, around 25% to 50%.

Package

- 60% fix + 40% bonus
- Car + fuel card
- Possibility to work remotely 2 days a week
- Profit sharing program

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>