



## **Sales Leader, Service Providers, Americas**

tekVizion, a leader in validation and automation of Collaboration solutions is seeking a Sales Leader who will prospect and close deals and also help in building an awesome sales organization. tekVizion counts some of the largest Fortune 500 companies such as Cisco, Microsoft, British Telecom, CenturyLink, Sprint, Cox, Charter as our customers. The successful candidate will drive our Service Provider channel, increasing revenue and building new routes to market. Working as a player/coach, you will be responsible for prospecting, building pipeline, selling and closing tekVizion services in the Americas. You will also be working with the existing sales referral agents in country to follow up on leads generated by the agents. tekVizion's primary customers include Unified Communication vendors, Service Providers, UCaaS providers, CCaaS providers, large enterprises and others providing collaboration solutions.

tekVizion's mission is to help accelerate innovation by improving the quality and reliability of our partners' collaboration solutions. tekVizion provides a competitive advantage to our partners with our tekVizion 360 service comprised of our automation platform, virtual labs, and industry leading expertise. tekVizion 360 enables collaboration solutions to be pushed to market faster without compromising quality, reliability, and scalability.

### **What will you do?**

- Focus on selling and attaining quota
- Own the complete sales activities from prospecting to closing in the assigned region, building a qualified pipeline through the current sales team and the Sales Referral Network.
- Manage sales cycle for all direct and indirect channels, tracking all activities through CRM reporting, reporting to management on a regular and consistent basis.
- Manage and expand, as necessary, the current sales team
- Create a repeatable and scalable sales process
- Provide customer feedback promptly to management and the responsible engineering teams
- Some travel is expected but the position is primarily remote.
- Capable of hunting deals NOT just work the channel
- Focus on land and expand, growing revenue in new and current accounts

### **Requirements**

- Bachelor's in business or related degree /equivalent experience
- 10+ Years directly managing sales teams, as well as direct customer account responsibility
- Experience selling into the Service Provider market segment
- Strong written and verbal communication skills
- Experience with Dynamics or Salesforce CRM/equivalent