



About Us

TekVizion is a global leader enabling customers to continuously validate and improve quality and reliability of complex collaboration solutions across UCaaS, CCaaS, and CPaaS domains. Our customers are industry leading technology providers including Cisco, Microsoft, Poly, and Zoom and leading service providers such as Lumen, T-Mobile/Sprint, British Telecom, and Vodafone-Ziggo.

Our TekVizion 360 Program includes a test automation platform which employs Robotic Process Automation (RPA) and APIs to automate communication application and device testing, plus on-demand access to extensive lab infrastructure and expert engineering resources with decades experience providing solution validation and certification services. For more information, visit www.tekvizion.com.

About This Role

As the Strategic Account Sales Leader, you will nurture strategic relationships and drive sales of TekVizion solutions to and with accounts including Amazon, Avaya, Cisco, Microsoft, Poly, Logitech, and Zoom. You will report to the SVP Global Sales.

Your responsibilities will span account planning, developing sell-to and sell-with strategies and initiatives, and driving those initiatives in coordination with tekVizion organizations globally. You will be responsible to understand the strategy, market position, budget, and goals of assigned accounts and use that information to optimize tekVizion offers to deliver maximum value.

To excel you will thrive in a fast-paced entrepreneurial environment and be able to navigate large complex customer organizations. You will have excellent communications and program management skills, able to work effectively with executives, product and operations managers, and sales leaders. You will have a strong technical knowledge of communications and collaborations solutions, and in-depth knowledge of assigned accounts, their go-to-market strategies, their channel, and their customers.

What You Will Do

- Own assigned account relationship and strategy, working across the executive, product, operations, and sales organizations, and with tekVizion organizations to achieve revenue targets.
- Develop deep understanding of assigned account business objectives, offers, competitive threats, and strategic growth plans, and leverage that knowledge to identify and develop tekVizion sales opportunities.
- Drive adoption, retention, and expansion of tekVizion products and services by being a trusted advisor to assigned accounts.
- Conduct on-site and remote meetings with account executive, product, and technical teams to deliver TekVizion product presentations and develop solutions tailored to their needs.
- Act as the liaison between the account and tekVizion, coordinating across TekVizion teams to drive collaboration, and align tekVizion solutions with customer requirements.

- Provide accurate, consistent forecasting; maintain on-going visibility into deal status through regular CRM updates and provide periodic territory reviews and status against objectives.

What You Need To Be Successful

- Overall 10+ years of experience with 5+ years relevant experience with Cisco and/or Microsoft, with deep knowledge of their collaboration related solutions and go-to-market strategies. Business development and sales experience working with Amazon, Avaya, Google, Poly, and Zoom is a plus.
- Adept at working with large complex accounts and managing initiatives at all levels of the business; confident and with the ability to lead.
- Demonstrated technical depth with collaboration solutions and the integrations required to successfully deliver real-time communications solutions at scale.
- Strong communication and negotiation skills with the ability to engineer agreements that are win-win for tekVizion and the customer.
- Effective listener with ability to quickly assess the situation and then convey thoughts and ideas in a clear and concise manner to technical and non-technical stakeholders.
- Ability to travel to meet with assigned accounts face to face.
- Proven history of consistently meeting and exceeding sales quotas.
- Bachelor's Degree or equivalent years of experience.

Why TekVizion

At TekVizion we know every person brings unique talents and experience. We strive to create small teams with maximum impact, and we work continuously to build a culture that empowers our team members to do their best work and make a difference for our company and our customers.

We are growing rapidly, and we are laser focused on simplifying and optimizing testing and verification of complex communications and collaboration solutions for our customers. Our solutions are game-changing, but we only win when our employees succeed. We are committed to your growth and development, and to your entire employee experience.