

United Kingdom Jobs Expertini®

Sr Manager - Sales (Sales) - B4101_1

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Company: Tata Communications

Location: United Kingdom

Category: other-general

Broad outline of the Role

As a sales director your primary responsibility would be to increase the sales of Tata Communications products and services to Media/Sports customers in your allocated regions or accounts. This includes presenting the benefits of the Tata Communications global media network and supporting cloud based services to help solve customers' critical business problems and add genuine value. Another critical part of the role is managing and growing existing customers use of Tata Communications products & services by discovering additional use cases within a customer's organization. In order to do this successfully this role requires an understanding of key technologies used for Media Broadcast, Terrestrial and Satellite, Contribution/ Events/ Occasional Use, Transmission, Content Acquisition/ Aggregation/ Management/ Distribution, OTT, Cloud based media workflows, Network/WAN (IP, MPLS/GVPN, Ethernet), Hosting/Cloud computing, Unified Communication and IOT

Purpose - Broad objective of the role

As a sales director you will be the business representative and relationship owner for Tata Communications Media and Entertainment business for your allocated regions or accounts. This is a hands-on sales role, you are not just selling solutions but you're actively working with customer understanding customer business objectives, growth strategy, pain points and orchestrating the role Tata Communications can play in that journey.

Key Responsibilities

Maintaining and increasing sales of products and services in your assigned territory and set of accounts

Opening up and selling into new logos/ accounts

Identifying business opportunities, defining and executing the plan to closure, reach your sales targets and goals

Establishing, maintaining and expanding business with existing clients

Increasing business opportunities through various routes to market

Collecting customer feedback and market research and reporting it back into the company

Keeping up to date with Tata Communications' products and also with the rest of the market / new technologies

Take ownership to understand, ideate and create formal customer facing proposals

Act as the bridge between customer (understanding their contextual requirement) and other teams in Tata Communications like product management, Solutions engineer, commercial deal architect, engineering, procurement etc with an ultimate aim to create winning proposals for customers.

Support the needs of existing customers including discovering additional use cases for Tata Communications product & services

Work closely with the internal team to align customer requirements to future versions of products/services.

Gaining a deep understanding of Tata Communications product portfolio and a willingness to learn new technologies when needed

Be accountable for good customer experience from introductory meetings through to delivery.

Educate prospects on the business value of Tata Communications' offerings

Focus on customer satisfaction and success

Minimum qualification & experience

Excellent sales and negotiation skills

Along with English, fluency in any of the following languages French, German, Spanish,

Russian, Polish is desirable

Strong existing relationships into the media and entertainment industry in these markets

Knowledge of technologies for Media Broadcast (Terrestrial and Satellite),

Production,Contribution/Events/Occasional Use, Transmission, Network/WAN (IP,

MPLS/GVPN, Ethernet), Hosting/Cloud computing, Content

Acquisition/Aggregation/Distribution, Cloud based media workflows, Unified Communication and IOT.

Experience with performing customer facing activities and giving presentations/demos

Good Communications skills and confidence in working with customers and public speaking.

Switch context quickly throughout the day with numerous competing demands

15 years relevant experience and demonstrated success working in a customer-facing role

Hands-on, technical, should possess the ability to articulate the business problem clearly and solve it

Good with numbers, has initiative and enthusiasm

The ability to motivate and lead a team of internal stakeholders with or without direct authority

Excellent communication and people management skills

Good planning and organisational skills

The ability to work calmly under pressure

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