

# Are you our star **SALES MANAGER?**



**stacuity**

## Who we are

- > At **stacuity** we are building a global, programmable mobile core network, to democratise the control of mobile connectivity.
- > Using our technology, IoT developers will be able to build better solutions and customers will be empowered with more control over mobile connectivity – meeting the increasingly demanding needs of the smart and connected society.
- > We are a team of experienced and successful telecoms professionals and technologists with ambitious and disruptive plans – we are now looking to grow our team with great people, to deliver on these.

## Your role

- > Identify new business targets through existing relationships, targeted contacts or introductions.
- > Build and manage a robust and accurate sales pipeline through focused, consistent and professional activity.
- > Talk with confidence and passion about our solutions.
- > Interpret, understand and define customer requirements to be able to sell in a consultative and partnered way.
- > Develop customer relationships and understand their business in a way that helps us to sell to them.
- > Create profitable commercials based on our businesses needs and our customers' requirements.
- > Interact and co-ordinate with internal teams to assist in converting a lead to a customer.
- > Assist in developing and updating sales materials including presentational resources to assist in the sale process.
- > Optimise utilisation of Hubspot and report accurately back to the business on the progress of each customer through the sales cycle.
- > Act as a brand Ambassador attending trade shows, events and conferences, taking part in presentations and panels as required.
- > Complete demonstrations of our services as part of the sales process.
- > Support planning, implementation and management of marketing strategy for B2B channels to assist new business development plan.
- > Be aware of and understand the competitive landscape in our sector.

<p><b>Your team</b></p>	<ul style="list-style-type: none"> <li>&gt; Leading sales and business development, with support from the CSO, you will be a valued member of our friendly, professional, and ambitious team.</li> <li>&gt; You'll be joining a team of one other experienced business development professional and a CSO to support you.</li> <li>&gt; We plan a globally distributed team and embrace home, flexible and hybrid working.</li> <li>&gt; Our ethos is to focus on outcomes and to establish working practices which work for both the company and team members.</li> <li>&gt; Given the nature of the role, there will be a requirement for travel and flexible working hours to meet customer requirements.</li> </ul>						
<p><b>Is this you?</b></p>	<table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <td data-bbox="245 595 496 1379"> <p><b>Experience</b></p> </td> <td data-bbox="496 595 1495 1379"> <ul style="list-style-type: none"> <li>&gt; Authentic and structured approach to sales engagements.</li> <li>&gt; Knowledge of and experience of IoT/mobile connectivity although not necessary, would be an advantage.</li> <li>&gt; 3+ years of experience within a sales environment, with proven track record in new business development.</li> <li>&gt; Ability to demonstrate success in building long term, profitable relationships.</li> <li>&gt; Happy to drive new relationships and capitalise on existing contacts.</li> <li>&gt; Able to negotiate with customers to the benefit of our business.</li> <li>&gt; Creative thinker with ability to execute.</li> <li>&gt; Able to manage time, multiple workstreams and work under pressure to tight deadlines.</li> <li>&gt; Ability to work on own initiative and within a team environment.</li> <li>&gt; Self-motivator with excellent written and verbal communication skills.</li> <li>&gt; Be numbers focused and driven on financial performance.</li> </ul> </td> </tr> <tr> <td data-bbox="245 1379 496 1496"> <p><b>Qualifications</b></p> </td> <td data-bbox="496 1379 1495 1496"> <ul style="list-style-type: none"> <li>&gt; No specific qualifications are required for this role, we value experience and attitude over formal qualifications.</li> </ul> </td> </tr> <tr> <td data-bbox="245 1496 496 1783"> <p><b>Attitude</b></p> </td> <td data-bbox="496 1496 1495 1783"> <ul style="list-style-type: none"> <li>&gt; This is a unique role for a sales professional, who recognises and values the opportunity to lead on the launch of our innovate services to a traditional market space, seeking to differentiate.</li> <li>&gt; Passionate, determined and resilient you will be committed to our success and share fully in the benefits of this.</li> <li>&gt; We value the confidence to be open/honest and to share brave ideas.</li> </ul> </td> </tr> </table>	<p><b>Experience</b></p>	<ul style="list-style-type: none"> <li>&gt; Authentic and structured approach to sales engagements.</li> <li>&gt; Knowledge of and experience of IoT/mobile connectivity although not necessary, would be an advantage.</li> <li>&gt; 3+ years of experience within a sales environment, with proven track record in new business development.</li> <li>&gt; Ability to demonstrate success in building long term, profitable relationships.</li> <li>&gt; Happy to drive new relationships and capitalise on existing contacts.</li> <li>&gt; Able to negotiate with customers to the benefit of our business.</li> <li>&gt; Creative thinker with ability to execute.</li> <li>&gt; Able to manage time, multiple workstreams and work under pressure to tight deadlines.</li> <li>&gt; Ability to work on own initiative and within a team environment.</li> <li>&gt; Self-motivator with excellent written and verbal communication skills.</li> <li>&gt; Be numbers focused and driven on financial performance.</li> </ul>	<p><b>Qualifications</b></p>	<ul style="list-style-type: none"> <li>&gt; No specific qualifications are required for this role, we value experience and attitude over formal qualifications.</li> </ul>	<p><b>Attitude</b></p>	<ul style="list-style-type: none"> <li>&gt; This is a unique role for a sales professional, who recognises and values the opportunity to lead on the launch of our innovate services to a traditional market space, seeking to differentiate.</li> <li>&gt; Passionate, determined and resilient you will be committed to our success and share fully in the benefits of this.</li> <li>&gt; We value the confidence to be open/honest and to share brave ideas.</li> </ul>
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<p><b>Our commitment</b></p>	<ul style="list-style-type: none"> <li>&gt; At <b>stacuity</b>, you can succeed and grow, whatever your background.</li> <li>&gt; We believe that diverse teams are more creative. So, we are building a safe environment where you will be able to do your best work.</li> </ul>						