

Business Development & Sales Director – DACH/South-Europe

Are you a senior target driven salesperson and will you take care of our customers and track upsell opportunities? Do you have an extensive commercial network within Cable Companies, Telco's and IPTV providers?

We are looking for a real talent in opening doors and creating opportunities to expand our EMEA and APAC team. In a nutshell you are an enthusiastic and self-starting Business Development & Sales Director. To be successful in this role it is important that you have the experience and knowledge to lead the way for new and existing customers to implement their OTT strategies.

Metrological

Metrological supplies MVPDs with its device and software agnostic Application Platform, 300+ apps and an open SDK. With a branded TV App Store, operators increase ARPU, reduce churn and offer an integrated content experience for embedded devices. The Metrological Application Platform consists of several products: TV App Store, App Manager and the Dashboard, which allows operators to launch, operate and manage their own App Store and offer Premium OTT services in real-time and get access to all relevant marketing analytics.

Metrological is a trusted industry player, chosen by world's leading operators and telecommunications companies, such as Comcast, Liberty Global, Vodafone, NOS, KPN, MultiChoice, Turkcell, beIN and Ooredoo.

Job description

You will focus on sales and business development within the DACH/South-European region.

As a Business Development & Sales Director you have 2 main responsibilities:

- New business sales to qualified prospects;
- Grow business with existing customers (upsales).

Activities include:

- Define and execute sales and account plans for your region;
- Track, qualify and manage relevant commercial opportunities, RFX and tenders;
- Draft commercial proposals and answer into Rfx/tenders;
- Liaise and cooperate with industry partners;
- Lead/handle commercial deal negotiations.

We offer an open organization that offers room for self-initiative. We offer big job independence to those who deliver on the numbers, deliver on agreed commercial account KPIs and take their responsibilities to develop Metrological's commercial position in your region in a strong and professional manner. Last but not least, willingness and motivation to technically understand our solution as well as anticipate on the existing customers' needs are key.

Job requirements & personal characteristics

- Preferably a relevant bachelor's degree or work experience with similar knowledge.
- 10+ years of relevant working experience in selling software or managed services to MVPDs at senior levels;
- Good working knowledge of Digital TV and the video software domain;



- You have the right mix of commercial and technical skills;
- You are a natural communicator and have good interpersonal skills. You are fluent in English, Spanish and or Portuguese – both verbally and written;
- Willing and able to work from a home office;
- You are flexible and adopt easily if and when priorities change unexpectedly;
- Willing to travel on a regular basis 33%-50%.

Salary

Metrological offers a competitive salary package that depends on qualifications and experience as well as good secondary conditions.

How to apply?

Send your CV with a motivation letter pointing out why you would like to apply for this position to Nienke Jongejan.

E: recruitment@metrological.com

M: +31 6 83799348