

# Latens

## Sales/Account Manager

Latens is a privately funded, innovative and fast growing company developing next generation conditional access and management software technology for operators of IPTV and broadcast Pay-TV networks in the telecommunications, cable, satellite and terrestrial markets. Headquartered in Belfast, Northern Ireland, Latens has sales offices in London (England), Atlanta (Georgia) and Singapore.

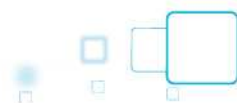
Latens is experiencing rapid growth with more than 60 customers in America already. We are currently seeking senior Sales/Account Managers for the North American market who want to be part of the success. These senior people will be responsible for developing and closing new business directly and through channel sales within the broadband telecom and cable service provider markets in North America. Our candidates will report to the General Manager of the Americas. The position requires 50-70% travel within the U.S.

### Responsibilities:

- Identifying, developing, driving and closing new business opportunities directly and through our channel partners.
- Identifying key system integrators in all target territories and developing strategic alliances.
- Making sales presentations to prospective and current customers.
- Maintaining updated knowledge of competing products and services.
- Serving as liaison between technical support and professional services groups in North America and Belfast to exceed customer expectations.
- Leading and managing RFI & RFP responses.
- Coordinating with Engineering and Marketing for product/service modifications to meet customer needs and requirements.
- Meeting or exceeding sales quotas and objectives in specified territory.
- Delivering comprehensive and accurate sales forecasts.
- The lead candidates must have keen urgency to close deals and meet revenue quota.

### Requirements:

- 10+ years of proven track record in sales, specializing in networking software and hardware infrastructure for small or medium companies.
- Ability to present and communicate complex products and solutions, while tailoring the message to various audiences.
- Proven track record in closing complex sales within the telecom, cable and broadband service provider markets.
- Proven track record in tracking and managing \$2M+ of individual sales opportunities. Demonstrable understanding of telecom and cable company network infrastructures relating to broadband IP and video services.
- Proven success in driving rapid revenue growth for specified territory.



- Demonstrated success in developing strong partnerships and relationships in the telecom space.
- Highly self-motivated self-starter with dedication and persistence.
- Exceptional follow-through skills.
- Strong analytical and negotiation skills.
- Superior interpersonal and communication skills.

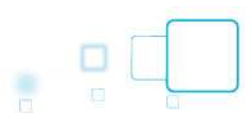
**Skills:**

- Experience of the Tier2/Tier3 Telco operator market will be a big advantage together with extensive software and systems sales experience in the Interactive TV and video Headend marketplace.
- High level of understanding of complex software sales and revenue recognition to product value.
- A high energy person with desire to compete and win.

**Education/Experience:** 10+ years in Telco Software Sales. BA in Business or related field preferred.

**How to Apply:**

If you are interested please submit your resume to [dean.kashlan@latens.com](mailto:dean.kashlan@latens.com) and reference the Job Title in the subject line.



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