

## **Sales Director, International**

**Location:** Near major airport

### **About NCI:**

Natural Convergence Inc. (NCI) provides web enabled IP Voice solutions to telecommunications service providers that are targeting small business markets. Natural Convergence was founded in April 2001 with corporate headquarters in Ottawa, Ontario, Canada.

### **Position Mandate:**

Generate revenue by selling solution-based products such as VoIP, broadband, and integrated communication services within our small to medium business segment.

### **Essential Duties and Responsibilities:**

- Identify and qualify prospective customers by telephone, cold calling, premise visits, and networking
- Present, propose, negotiate and close new sales utilizing consultative sales approach
- Achieve and exceed established monthly sales quotas
- Develop, implement, and manage actions to cross-sell and up-sell services to existing customers earning additional business
- Provide comprehensive account plans and strategies to win new business from new and existing accounts
- Provide accurate and detailed sales forecast of identified and proposed opportunities ensuring sales quota attainment
- Team with technical, engineering, customer service, and related support staff to ensure end-to-end customer sales and satisfaction; driving new revenue growth from satisfied customers
- Continue to train and develop knowledge of new technologies and selling points, including enhancing expertise in data and voice application technologies
- Understand and adapt to constantly changing products in a perpetually changing industry

- Partner with customers through strategic and consultative sales approach to understand their business needs, issues, strategies, and priorities to deliver a value-adding business solution
- Close sales engagements with customers by gaining commitment to implement the value-adding solutions
- Document all initial and on-going customer contacts

**Knowledge, Skills and Abilities:**

- Must be able to attend on-site customer appointments on a daily basis. These customer appointments are, and usually are, in multiple locations.
- Excellent communication, presentation, qualifying, closing, and negotiation skills
- Advanced account management skills
- Advanced knowledge and experience in Sales Management, Time Management, Business Case & Financial Analysis.
- Advanced understanding and experience in Telecommunications: Voice, Data, ISP
- Advanced understanding of contract negotiations, and Sales Engineering (SONET, DMS 500, DACS, Switching)

**Minimum Qualifications:**

- Education: BA/BS preferred or AA degree, or equivalent, coupled with relative work experience
- Relevant Work Experience: 5+ years business sales experience, minimum of 3 years within the telecom industry selling complex telecom services to medium customers – consistently exceeding quota

In a direct customer interface role to large telecommunication service providers and their end users, act as technical prime in capturing and troubleshooting network and end user troubles.

If you would like to apply for this position please direct your Resume to [hr@naturalconvergence.com](mailto:hr@naturalconvergence.com)

