



## International Sales Executive (New Business)

Following continued growth, Aura is looking to recruit a US based International Sales Executive with the ability to up-sell products into both existing and new clients. The ideal candidate will have the confidence and self-motivation to win new business from both self-generated opportunities, and marketing qualified leads. Ultimately, creating customer loyalty is the priority and the role will demand professional account management skills to assist both our existing and new customers in making informed decisions when investing in their information technology infrastructure, security systems and telecommunications.

### Who are we looking for?

You will be one of the primary interfaces between our customers and the rest of the business. As a key advocate for Aura's products and services, you will be responsible for ensuring and maintaining a high level of customer satisfaction and growing profitable revenue by winning new clients and ensuring current accounts take our full portfolio of products and services. There is also potential to build, develop and manage a sales team based on growth of the territory.

### Responsibilities & Duties

- Generating new business customers for Aura Alliance
- Pro-active account management and development of productive customer relationships
- Working with the pre-sales teams to ensure technical validation
- Planning and reporting personal activity against targets using Salesforce
- Generating new business opportunities and selling products and services across the portfolio
- Building and maintaining a healthy pipeline of prospects
- Develop monthly/quarterly/annual regional sales plans in support of organization strategy and objectives, but aligned to your local market
- Direct implementation and execution of sales policies and practices
- Ensure communications are coordinated, supports sales plan objectives and meets organizational expenditure requirements, in conjunction with marketing
- Recommend sales strategies for improvement based on market research and competitor analyses
- Implement approved distribution strategies
- Manage multiple channel selling strategies

### Requirements

- Excellent sales skills developed through at least three years' direct sales experience, ideally in a service business and preferably with an equivalent industry player
- At least five years' experience of the telecommunications marketplace with an appreciation of technology
- Good knowledge of Microsoft, Avaya and Cisco technologies
- Full understanding of virtualisation and cloud



- Experience working with Salesforce.com
- Used to working at all levels of seniority and ability to sell to and negotiate with CXX levels
- Experience in selling complex systems integration solutions as well as managed solution
- Strong background in account planning, proposal creation and delivery, combined with proactive customer management skills

## Personal Attributes

- Excellent skills in presenting, negotiating and closing sales opportunities
- Ability to work both alone and as part of a team
- Ability to multi-task, prioritise and manage time effectively
- Ability to work on own initiative
- Proven track record of overachieving targets and meeting KPI's
- Excellent verbal and written communication skills
- Excellent interpersonal skills necessary to explain complex solutions in simple terms
- Affinity for new and disruptive technologies
- High motivation and the will to succeed

**Reporting to** – Chief Strategy Officer

**Location** – United States

## Package:

- Competitive Salary and OTE
- 20 days annual leave
- Company Pension Scheme
- Company Health & Life insurance

## How to apply:

Email your CV to: [jointheteam@auraalliance.com](mailto:jointheteam@auraalliance.com)

Subject line: Job opening and your full name.

After emailing us, you will hear from us in less than 15 days.

Not the job for you? Share it with a friend that you know will be perfect for this role!