**new Business Manager : UK, Ireland, Scandinavia, Netherlands\***

**Responsibilities:**

* Expand the business with existing customers
* Expand customer base
* Expand the business with new technologies (5G, IOT, White Spaces, etc.)
* Develop long-term relationship with customers
* Management of customer tenders
* Close deals and supervise delivery until invoicing and payment are completed.
* Deliver technical presentations and demonstrations with the technical team

**Success metrics:**

* New customer wins
* Revenue (orders and billing)
* Customer satisfaction

**Requirements:**

* At least 5 years experience and proven track record in selling solutions to telecom regulators, operators and broadcasters
* A self-starter and highly motivated individual who wants to win in competitive situations
* Proven sales ability including pricing, customer relationship building and management and consultative selling
* Creative thinker who enjoys problem solving
* Strong interpersonal and communication skills
* Independent and pro-active
* Extensive travel in the region
* Enjoys being part of a fast moving, innovative, pioneering leading-edge technology company
* Ability to work as member of a team with people from different ATDI offices
* Graduate business degree
* Fluent written and spoken English.