



107 Boulevard de la Mission Marchand
FR - 92411 Courbevoie cedex
www.MobiWireGroup.com

MobiWire Group, Senior Area Sales Manager

MobiWire is a Sino-French Original Design Manufacturer. As an industry leader in the mobile-phones industry, we design and manufacture products that are eventually branded for our customer, for sale under their own brands.

As a subsidiary of MobiWire, MobiloT specializes in industrial IoT and provides Electronic Manufacturing Services (EMS), Original Design Manufacturer (ODM), Joint Development Manufacturer (JDM), and Original Equipment Manufacturer (OEM) services

Our head office is based in France, Courbevoie, minutes away from La Défense & Paris.

We are looking for a Senior Area Sales Manager, to cover Mobile Phones sales, IoT devices and specific partnership management.

Job Description.

- Managing and developing a portfolio of existing customers in Europe & the middle East.
- Sales forecast and reporting tools processing.
- Strategic governance and coordination of the multi-regional accounts that are assigned to the Senior Sales Manager;
- Deal qualification and tender management
- Establish and maintain strong and lasting relations with customer partners
- Develop strategic account pipeline
- Create cross and deep sell opportunities
- Identify objectives, strategies and action plans to improve short- and long-term sales and margins
- Regularly follow-up on sales pipeline and register all relevant activities (call/mail/f2f meetings) in CRM
- Liaise effectively with the internal support functions.
- Report on the sales results timely and weekly and proactively advice on the sales forecast
- Business expertise
- Become and act as a product/solution/service expert on the competitive landscape and act as the primary product evangelist in the appointed sales domain
- Train, guide, and coach other team members when fully integrated in the company
- As it concerns a senior role a good level of independency is expected
- Implement strategy and organization plans and work processes
- Excellent communication, stakeholder management, cross-functional collaboration skills and teamwork



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About You / Candidate profile

Education requirements

- Bachelor's/Master's degree

Experience Requirements

- About 5 years experience in Sales and Account Management
- Experience in telco, IoT or Fintech industry(/ies) combining sales/delivery of HW, SW and services
- Proven ability to identify and implement best practices in Sales
- Proficiency at MS Office package

Skills Required

- Ability to influence at a senior level both internally and externally
- Customer centricity and problem-solving attitude
- Sense of responsibility as well as organizational and project management skills
- Analytical thinking with a strategic approach to business planning
- Strong negotiation and presentation skills
- Fluency in French and English is mandatory. Having proficiency in a third language, is a plus.
- Acumen in setting sales coverage, leveraging territory coverage and customer focus (e.g., direct and indirect channels)
- Ability to manage multiple topics/projects while delivering on established timelines

Globally, We Offer The Following Benefits

- CDI, fix salary + Bonus + Company profit sharing program.
- Covering of travel cost, via business credit card, travel agency.
- Team building events, company gatherings.
- Leadership coaching and training

- Healthcare coverage
- 25 holiday days + RTT
- Meal vouchers
- Life & Disability Insurance