

## Account Manager Carrier Solutions

Cequint, a fast growing 100+ person independent subsidiary of a \$500 million company, is the leading provider of carrier-grade mobile industry solutions to tier-1 and tier-2 carriers in the U.S. The company's flagship product has been deployed by multiple carriers on over 40 million devices, and is consistently rated as one of the top-10 applications in the industry.

Cequint is actively developing the next generation of a broad mobile technology that will revolutionize the way people communicate via mobile devices. This confidential project is a large undertaking with executive visibility that will serve tens of millions of mobile users, and promises to fundamentally transform the mobile landscape.

The Account Manager (AM) is a subject matter and customer expert who will provide leadership in the accounts to foster and manage the relationships to drive mutual revenue growth. The AM owns and develops the customer relationships, addressing needs and issues through a thorough understanding of the customers' business, and then works with the internal product and engineering teams to define operator technical requirements to define solutions. The right candidate will possess strong communication skills and a proven track record of initiative and success positioning, managing and deploying network and client products into North American wireless operators.

### **ESSENTIAL DUTIES AND RESPONSIBILITIES:**

- Responsible for developing and implementing account-specific strategies and plans to maximize revenue growth across the product portfolio within assigned accounts.
- Leads the formulation of solutions based on customers' business and technology requirements, and prioritizes activities and resources accordingly with the Cequint product and technical teams.
- Drives creation of customer proposals and complex contract negotiations to successful closure; resolving issues with customer and internal teams.
- Leads the sales process, managing the needed resources to provide create and deliver expert presentations, technical preparation and integration analysis, proposal development and delivery, collateral development, etc.
- Ensure all key technical decision makers understand how our products and services work, how they affect their business and infrastructure, and that they are comfortable and supportive of the solution, deployment and integration plans.
- Author, compile, and deliver technical documentation as needed to describe the proposed solutions or enhancements through to implementation.
- Manage the development and delivery of technical sales and marketing materials.
- Facilitate ongoing revenue forecasting and business reviews.

## COMPETENCIES

- Must be a self-starter with demonstrated ability to take own initiative and thrive in a dynamic atmosphere.
- Able to establish credibility and relationships at all levels of an organization. Be an effective listener and communicator with customers, executives, and peers, commanding respect and creating a lasting impression.
- Possesses strong analytical skills, natural problem solving, and critical thinking ability to provide analysis of client needs and leverage Cequint technology to provide practical solution to customer's business requirements.
- Strong technical background encompassing SS7, signaling and Intelligent Networks, mobile device software, and mobile operator OSS/BSS systems and integration.
- Demonstrated ability to lead and work collaboratively with cross-functional team members; ability to get results through others; able to influence and pull teams together to meet account goals.

## EDUCATION and/or EXPERIENCE

- Bachelor's Degree with a minimum of 10 years of experience in the wireless telecommunications industry.
- 5+ years direct sales and/or technical account management with wireless network operators in North America.
- Proven track record of initiative and success creating and delivering network and client solutions to solve customer problems.
- A thorough understanding of the telecommunications industry; challenges faced by operators and associated opportunities to provide solutions.
- Technical background, with experience in mobile telecommunications infrastructure
- Strong network of industry contacts specifically within wireless and/or broadband carriers.
- Based in North East region.
- Travel 20-30% of the time.

**Benefits** - Our philosophy is to hire quality individuals who are happy, balanced and genuinely enjoy what they do, and in turn, everyone will benefit. In order to ensure this philosophy, we put our most valuable asset first – our employees. Cequint is proud to offer competitive salaries, a generous 401k retirement plan, full medical and dental coverage, paid vacation and holidays, a monthly parking/transportation stipend, and other company perks such as free beverages and snacks.

Resumes / inquiries to [jobs@cequint.com](mailto:jobs@cequint.com) NO THIRD PARTIES, LOCAL CANDIDATES ONLY