



ngena is a global alliance of service providers that will provide international telecommunication network services for corporate customers. ngena stands for “Next Generation Enterprise Network Alliance” and enables its partners to share their telco networks and offer services on a global basis. ngena GmbH is an independent company that is funded by leading global telco companies such as Deutsche Telekom AG.

Senior Manager Partner Sales (m/f)

Have you always dreamed of working for a fast-growing international start-up company? Then take this next step into the future and join us as Senior Manager Partner Sales (full-time) in our international alliance environment.

Your responsibilities

- Hands-on responsibility for taking care of alliance partners and making them strong contributors to the alliance’s success
- Responsibility for managing the complete partner lifecycle (analysis, acquisition, contract negotiation, onboarding, driving partner revenues) of assigned partners
- Sales- and relationship management including agreements on partner-specific sales targets
- Continuous management of the relationship between partners and ngena, making the most of the available resources to boost sales
- Conception, development and delivery of training courses for ngena’s alliance partners
- Securing the transfer of knowledge towards the sales and pre-sales departments of the alliance partners in terms of products, change of products and innovations as well as the use of ngena tools and actions
- Pragmatic support in selected deals of alliance partners, especially supporting in complex deals or delivering new ngena services showing best practices

Your profile

- More than 10 years of working experience in sales or partner management, ideally in IT / Telecom / Network companies with international experience
- University degree in economics / engineering or a comparable relevant qualification
- Wide range of knowledge in design and implementation of global IP-VPN services
- Good technical know-how as well as experience in SDN/NFV architecture
- Excellent social skills across multiple cultures
- Strong analytical way of thinking with distinctive decision making abilities, focus on implementation, problem-solving in critical situations
- Convincing negotiating skills, professional and confident appearance and assertiveness
- Proactive and being able to work independently, flexibility to act convincingly in a young company with agile structures and processes
- Intensive international travel required
- Excellent skills in English (for location US / Canada) or Mandarin Chinese (for location China / Hong Kong)

Your chance

A dynamic, international and cooperative business environment awaits you. In your field of activity, responsibility will be in your own hands from the very beginning and you will be able to actively contribute to the future development of ngena.

We offer challenging tasks with room for creativity and development opportunities within the start-up, a highly motivated international team and an open corporate culture of flat hierarchies.

We are looking forward to getting to know you!

If you are interested in this challenge, please send us your complete application including salary expectations and possible starting date via email to myfuture@ngena.net