

ngena stands for "Next Generation Enterprise Network Alliance". We provide a central cloud platform that merges the local networks of our international telecommunication alliance partners into a single global Software-Defined Wide Area Network (SD-WAN).



Sales Development Manager (m/f/d)

Have you always dreamed of working for an international start-up company? Then take this next step into the future and join us as our new colleague for a full-time position in Germany or in the UK.

Your new job

- Your core responsibility is to drive net new deals for ngena
- You will support the effort to identify leads and work to convert these into orders with our channel partners:
 - Ensure continuous flow of leads together with Marketing
 - Qualify and convert leads into opportunities
 - Map opportunities to existing partners to convert opportunities into orders
 - Targeted for orders and revenue
- You will be one of ngena's Client Ambassador:
 - Ensure customer requirements are being heard & prioritised correctly within ngena
 - Be close to the end customer to manage any issues and assure quality of service
- You will setup and maintain relationships:
 - With the end customers, ngena's Partner Managers, Partners and Cisco
 - With all internal resources needed to engage customer
 - Ensure customer's understanding of value proposition of ngena SD-WANaaS
 - Resolve issues and manage escalations

Your assets

- You have 10-15 years of experience in sales roles:
 - Proven track record in overachieving sales targets as a hunter
 - Ability to work in a Direct Touch Model, with direct end customer interaction
 - Able to work with Partners and ngena Partner teams to drive deal closure
 - Capability to convince customers of the value of new business models
 - Accustomed to shaping opportunities before and during RfX stages
- You are experienced with proven success selling Telco/IT solutions to enterprise segment:
 - High affinity to latest technologies and business models
 - Ability to understand and articulate complex technology-based solutions
 - Previous experience working with/through/alongside Cisco is ideal
- You have a distinct business sense:
 - Excellent business relationship capabilities able to identify key decision makers and stakeholders
 - Pragmatist always keeping balance of effort and return in mind
 - Willing and able to travel within country and as needed in region
- You are a highly effective communicator:
 - Effectively articulate and evangelize ngena's value proposition to customers
 - Wrap complex content into simple messages suited to Top Level executives as well as working level

Your chance

An exciting, dynamic, international start-up environment awaits you with an open corporate culture of flat hierarchies. At ngena, responsibility will be in your hands from the very beginning. You will continuously grow both on the professional and personal front, amongst a diverse team of more than 30 nationalities, varied age groups and a wide range of skill-sets. This fusion will prepare you for paving the world with ngena's leading SD-WAN technology.

If you are interested in this challenge, please apply via our [recruiting portal](#).