



Regional Sales Manager for Francophone Territories

Position Description

The **Regional Sales Manager** is responsible for the achievement of Aldea's sales goals through the development of selected Major Accounts in the assigned territory. His/Her main responsibilities include:

- Define and elaborate individual strategic plans for the assigned Major Accounts.
- Responsible for promoting Aldea's services and deliver or exceed the assigned sales goals.
- Create and maintain strong relationships at the executive level.
- Identify target prospects and develop and qualify leads.
- Work with Aldea's customer support, inside sales, marketing and engineering teams to define solutions that meet our clients' needs.

Position Requirements

- Native in French
- Fluent in **English**, additional languages are valuable assets (**Spanish, Portuguese**).
- Bachelor of Administration/Engineer, or relevant experience.
- Proven sales track record and over 4 years of experience in major account sales management in a telecom services organization, selling video and/or value added services to the **media / audiovisual industry** (broadcasters, TV channels, content distributors, production houses, video service providers, entertainment platforms, government, etc.).
- Experience in business development and selling new concept services.
- **Good understanding and experience in broadband and networking** (SDH/SONET, IP, etc ...) and Internet technologies and services.

Good contacts and knowledge in the following sectors:

- Broadcast and media industry
- Sports Events and Sports Leagues video distribution
- Telecommunications industry (fiber and satellite)
- Ability to travel.
- Proficient with various software applications including: CRM (Netsuite, Salesforce.com, etc.) and MSOffice Suite
- Ability to work in a fast paced environment with quotas and key objectives.

Soft Skills:

- High energy individual.
- Possess leadership qualities and good interpersonal and communication skills.
- Positive and persistent with "can do" attitude.
- Self starter.
- Team player.
- Results oriented.
- Enthusiastic and motivated