

Opportunities at OTN Systems

SALES MANAGER EASTERN EUROPE

OTN Systems, located in Olen, Belgium, develops and markets the Open Transport Network (OTN) and XTran (Excellence in Transport) telecommunication equipment, dedicated to the operational telecommunication departments of metros, light-rails, oil & gas, mining, ITS (intelligent highways, tunnels & bridges), ports, utility companies, public safety and industrial campuses. With OTN Systems' unique products, it is possible to integrate different existing applications for voice, data, LAN, video, SCADA, etc. into one high-speed network with a fibre optic backbone. More specifically, the OTN Systems products are at their best when it comes to mission critical networking. This is made possible by strong investment in product development and a highly skilled workforce, resulting in a unique product portfolio based on cutting edge technology.

To complete our regional sales team for XTran, OTN Systems is currently looking for an enthusiastic

Sales Manager Eastern Europe (m/f)

(based in Eastern Europe)

Your job is to

- Develop the business and the sales budget in the region
- Build long term relationships
- Convince End-Customers
- Manage a local network of Sales Partners and Value Added Resellers
- Network with Consultants and Design & Engineering Companies

Our ideal candidate is

- Passionate about selling telecommunication technology
- A born negotiator at all levels
- Graduated as engineer or equivalent
- Fluent in English and Russian; knowing other Slavic languages is an advantage
- Feeling comfortable by travelling frequently abroad for business trips
- Inspired by teamwork
- Ideally based in (Central) Eastern Europe (e.g. Ukraine, , Slovakia, Hungary, Poland, Czech Republic ...)

What do you get in return?

- You work for a Belgian company with worldwide proven experience
- An organization that makes you ready for success in no-time
- A team that will go the extra mile
- Competent colleagues that make the difference
- Possibility to further develop your talents

Interested?

Send an e-mail to rudy.verdonck@otnsystems.com

OTN SYSTEMS NV

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