
Global Account Director

Dive into the forefront of collaborative technology on a global scale. Pinnaca enables businesses of all sizes, all around the world, to communicate and collaborate in effective and imaginative visual environments. Leveraging video conferencing technology, immersive telepresence, boardroom, desktop and mobile solutions, Pinnaca enables today's workforce to connect without time or distance barriers. What's our competitive advantage? Pinnaca solutions are wrapped with 24-hour support 7 days per week, providing the ultimate go-to customer experience. "We're a "Best Place to Work," a "Fastest Growing Company" and "Advanced Partner/Provider," - nominated by our employees, partners and people of our communities. Pinnaca values innovators and entrepreneurs alike who thrive in a fast-paced culture. Join a team of individuals who love what they do and are committed to growing a best-in-class visual communication business.

POSITION OVERVIEW

This is a great opportunity for a successful Salesperson/Manager to join a growing global visual communication managed services company, to be responsible for existing global accounts and new strategic account acquisition. Pinnaca is looking for a sales person based in the south east to drive the sales business plan and deliver results.

MAJOR DUTIES AND RESPONSIBILITIES

The task will be to focus on building on and delivering business plans to sell Pinnaca solutions both through existing channels and new strategic accounts. The successful candidate will play a leading role in achieving targeted growth in 2019 and beyond for our services and products.

This is an opportunity for a charismatic and driven person to make a real difference and be properly rewarded. We are looking for a person with a passion for technology that delivers on end user experience, being able to translate that into business value, but above all deliver sales results.

Build Internal and External Relationships - Identify opportunities to develop relationships to advance the business. Engaging cross-functional teams and connecting personnel across business lines, managing external vendor and customer relations to increase the business's visibility and reputation.

Identify Business Opportunities - Understanding the marketplace, identify opportunities and recommend strategies to expand market reach. Liaise between sales, marketing and product teams to introduce new ideas, campaigns and make decisions that drive sales and company growth.

Develop Proposals and Presentations - Create proposals, presentations, documents and information in response to customer and partner requests that present new opportunities for business growth and enhanced operations.

SKILLS AND EXPERIENCE

This role requires a background and understanding in the Unified Communications and Audio-Visual marketplace, with in-depth knowledge of:

- Video Conferencing and Unified Communications Solution Sales
- Channel Development and Direct Sales
- Business Development Planning

PERSONAL ATTRIBUTES

- An excellent communicator at all levels, including technical staff to C level management, who thrives on new challenges and can make things happen.
- The ability to build a sales business plan, work with cross functional teams and lead complex solution selling cycles to deliver winning proposals to partner channels and strategic accounts is vital.
- You will be career oriented and looking for an opportunity to make your mark in this exciting industry. This is an ideal opportunity to build a team around you as you increase sales throughout Europe.
- Based in the south east, you will be guided and mentored by one of the leading lights of cloud managed services in the visual communications industry.
- Salary will be negotiable and competitive with commission, pension and stock options.