

KEY ACCOUNT AND BUSINESS DEVELOPMENT MANAGER

A TLC is an innovative company looking for innovative people, people able to see challenges where others only see problems!

About A TLC

We design, manufacture and market advanced solutions for next generation networks and the internet of everything. We drive innovation to serve the needs of the connected world, where ultrafast broadband and network virtualization are reinventing the way we all perceive communications: more scalable, more flexible. More human.

Our portfolio includes routers, voice gateways and vertical solutions designed to empower communication service providers and enterprises today, while they reshape their future networks. Networks for next generation people.

Our History

Aethra Telecommunications is the commercial brand of A TLC S.r.l.

Aethra built its foundations in the early years of digital communications and at the dawn of the 21st century, Aethra confirms its leadership in the telecommunications industry and its role as a strategic partner in the innovation of the network, by launching its first integrated access device embedding DSL connectivity into a voice-over-IP gateway.

Strong in its expertise combined with a very solid know-how and an inexhaustible inclination to innovation, in 2009 Aethra Telecommunications fully joined ab medica, group engaged in the manufacturing and marketing of innovative medical technologies. The synergy with ab medica has introduced Aethra Telecommunications to the field of telemedicine, controlled by ab medica group with a wide range of cutting-edge solutions on offer which have been designed to improve people's quality of life

Today, with over 40 years of experience in telecommunications and hundreds of thousands of DSL customers served worldwide, we are leaders in ultrabroadband over copper, fiber and mobile and fully committed to the network virtualization revolution of NFV and SDN.

Who we are looking for?

We are looking for a passionate and energetic sales manager, a strong team player that will be the key contact for our Customers.

He/she will be asked to take care about the relationships with our Customers, building and executing the sales strategy and becoming his/her Customers' trusted advisor.

... and so, what you will be asked to do?

- Manage relationships with Key Customers.
- Identify and develop new business opportunities especially in the assigned territories.
- Plan and execute the sales strategy in order to meet the agreed milestones, and timescales, and to ensure that sales targets are achieved or exceeded.
- Deliver accurate business metrics, monthly forecasts, weekly commits and pipeline development reports.
- Leverage and engage internal resources such as Marketing, Technology Experts, Services and others to find the best solutions for our Customers.

... which skills?

- More than 5 years of sales or consulting experience from the IT & Telecom industry
- Deep knowledge of assigned territories market
- Minimum BA or Engineering degree or equivalent.
- Demonstrate success in achieving and exceeding sales targets.
- Good English knowledge
- Able to work remotely
- Better if living in Lombardia or Lazio region

... what we offer?

- Permanent employment contract
- Competitive compensation package
- Company car, mobile phone
- Opportunity to work remotely
- Place of employment: Milan or Rome