

## JOB DESCRIPTION

<b>Sales Director</b>	
<b>Location:</b>	UK & Ireland
<b>Date:</b>	14 September 2007
<b>Reporting To:</b>	VP Europe Sales / UK Country Manager
<b>Reporting to You:</b>	N/A
<b>Purpose</b>	Responsible for new business solution sales and account management in the UK & Ireland Region – Focus on financial services and government sectors.
<b>Key Responsibility Areas:</b>	<p>Sales</p> <p>To consistently achieve set revenue goals – To be confirmed.</p> <p>To create and deliver a business plan for the sector/s.</p> <p>To grow and consistently maintain a business pipeline.</p> <p>To professionally manage a list of current accounts.</p> <p>Develop “cross-sell” and “up-sell” opportunities within these accounts.</p> <p>Manage a virtual team comprising of pre-Sales, engineering and channel resources.</p> <p>To target Times Top 250 customers in the sector/s with Clickatell’s enterprise messaging solutions.</p> <p>To develop and maintain relationships with external partners to gain their endorsement for Clickatell solutions within the target accounts and sector.</p> <p>To consistently and professionally provide an accurate business forecast.</p>
<b>Core Competencies:</b>	<p>Strong track record of new business achievement in enterprise software and communication solutions.</p> <p>Understanding of the financial services and government sectors.</p> <p>Understanding of Blue Chip and divisional corporate strategies within the sector/s.</p> <p>A proven track record of high value, software or SAAS solution suite sales.</p> <p>Excellent people and negotiation skills.</p> <p>Outstanding written and presentation skills.</p> <p>Proven, long term relationship building skills.</p> <p>Competency with Microsoft Office, Outlook and general software tools.</p>
<b>General Competencies:</b>	<ol style="list-style-type: none"> <li>1. Computer literate (MS Office, financial applications).</li> <li>2. Analysis and logic, systematic and orderly planning, attention to detail.</li> </ol>

<b>Experience and Education:</b>	<p>A minimum 5-7 years of relevant, successful enterprise sales experience in Fortune 1000 companies.</p> <p>Undertaken industry recognised sales methodology training.</p> <p>Demonstrable understanding of an enterprise-wide solution sales &amp; forecast management methodology.</p> <p>Degree level education preferred.</p>
<b>Personal Characteristics:</b>	<p>Excellent organisational skills</p> <p>Attention to detail</p> <p>Self driven</p> <p>Good communicator</p> <p>Good interpersonal skills</p> <p>Positive outlook on life</p> <p>Assertive in nature</p> <p>Logical thinker</p> <p>High levels of initiative</p> <p>Customer service orientated</p> <p>Work independently, with a high degree of responsibility</p> <p>Work well under pressure and to meet deadlines</p>
<b>Note:</b>	<p>To perform this job successfully, an individual must be able to perform each essential duty satisfactorily. The requirements listed above are representative of the knowledge; skill and or ability required and are not intended to be an exhaustive list of all duties and responsibilities associated with this job.</p> <p>You will be required to perform all reasonable duties assigned to you or related or incidental to the proper completion of your job tasks.</p> <p>During a work colleague's leave of absence from the company or during month end or peak business periods, you may be required to perform other job tasks upon reasonable request from your line manager.</p> <p>A full, clean driving licence would be preferred</p> <p>Relocation costs (<i>if applicable</i>) will be for own account.</p>