

Key Account Manager Telecom Department Iberia

(Based in Madrid)

Job Description

Manage Iberian business development and sales activities of the Garmin Asus portfolio. The Key Account Manager is the owner of the commercial relationship with designated Telecom Operator. He qualifies, develops and successfully closes profitable business with Telecom Operators and Key distributors.

Essential Functions and Responsibilities

- Responsible for the commercial and financial performance with the Telecom Operator accounts
- Main interface between Garmin Asus and our carrier partners focusing on structuring the commercial relationship and introducing Garmin Asus devices and services
- Produce account goals, strategies and tactics to deliver our revenue targets
- Create and manage proposals in response to RFI's and RFP's
- Negotiate business terms with operators and mobile phone distributors to provide profitable business for Garmin Asus
- Manage potential customers through contract approval and initial deliveries.
- Provide regular reports on the Spanish and Portuguese market, opportunities for Garmin Asus and specific account status
- Research markets and determine product configurations and features that will maximize results
- Develop marketing and distribution strategy for the different market segments

Education, Experience and Skills Required:

- Proven sales experience in the Telecom industry, working with mobile operators and distributors
- 5+ years of B2B sales or business development experience with a proven track record
- Used to working under your own initiative and comfortable with high levels of autonomy
- Demonstrated passion about the industry
- Proven technical aptitude or experience with consumer electronics especially mobile telephones

- Bachelors degree in sales, marketing, engineering or related field
- Native language skills for the Iberian region
- Fluent English speaking and writing skills

- Excellent interpersonal relationship skills
- A self-starter highly motivated to succeed
- Excellent negotiation skills
- Excellent project & time management skills
- Excellent presentation skills
- Ability to travel on business internationally as required (up to 50%)