

Position Title: Sales Director, Service Provider Sales

Location: National - Remote

Reports to: Director of Sales, Service Providers

Company:

Approved Networks is a proud brand of Legrand in the Data, Power, and Control Division. We earned our reputation as the industry authority on OEM alternative optical networking connectivity through a commitment to technical engineering, stringent quality standards, extensive testing capabilities, and dedicated customer service and support – before, during, and after deployment.

Over 10,000 customers in more than 40 countries trust Approved Networks' transceivers, DACs, AECs, AOCs, and passive solutions to light their networks. We do this on time and on budget with an unwavering focus on quality and reliability.

Job Purpose:

The Sales Director for Service Provider Sales maintains and grows relationships with Approved Networks' large Telecommunications Service Provider customers, while achieving an assigned sales and profit growth goal. Reporting to the Director of Sales, the Sales Director is expected to retain existing business, while pursuing profitable growth opportunities in assigned customer accounts. This is an opportunity for an established sales executive to grow Approved Networks' revenue and profit by broadening business at existing accounts while also working with the account manager to identify prospects, nurture leads, uncover opportunities, and develop and execute sales strategies that result in achieving quota and supporting company sales initiatives.

Key Duties and Responsibilities:

- Responsible for the long-term account strategy as well as the short-term financial goals of the assigned accounts.
- Maintains and expands the critical relationships with important large customers.
- Generation of new business opportunities with prospects and new customers for Approved Network's solutions to meet assigned financial goals for the designated sales territory.
- Partner with Inside Sales Team for successful prospecting and account management.
- Maintain records of customer contacts using HubSpot CRM, ensuring key contact/account profile information is updated, appointments are logged and forecast information is accurate.



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- Develop and deliver Quarterly Business Reviews to Leadership team.
- Continuously devote time and energy to increasing market knowledge and personal skill level on Approved Networks products, the industry, and sales techniques.
- Provide ongoing visibility to accurate forecasts of potential sales.
- Communicates “Value” in the form of Cost/Benefit Analysis presentations to buying influences at all levels (senior leadership and other influencers/decision makers).
- Travel up to 25%, including collaborative calls with Inside Sales, Engineering, and leadership.
- Productively communicate needs for organizational improvement while embracing Approved Networks values.
- Consult with prospects/customers to uncover needs.
- Develop and execute prospecting plans.
- Meet assigned activity metrics.

Qualifications:

- BA/BS or equivalent.
- 5 - 10 years of proven outside sales success in a large account environment.
- Skilled at prospecting using various direct methods such as cold calling and email/social media outreach, face-to-face meetings, and indirect methods such as networking.
- Direct experience selling networking equipment to key verticals, including data centers, telecom service providers, healthcare, higher education, and/or government markets.
- Executive presence, excellent internal and external communication and presentation skills.
- Outstanding ability to establish credibility and influence others.
- Expert consultative sales skills and familiarity with sales process/methodologies
- Ability to work as an individual contributor as well as a team member and a team leader to meet regional and company-wide financial goals.
- Strong analytical, assessment, and decision-making skills.
- Ability to work collaboratively, make decisions independently, and still be mindful of organizational process and guidelines.
- Self-motivated and driven.
- Experience working with HubSpot or other CRM(s).

Job Type:

- This is a full time, exempt position in a fast-paced, team-oriented environment with competitive salary, commission plan and benefits.



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Benefits:

- Medical
- Vision
- Dental
- 401(k) – company match

EEO Statement:

It is the policy of Approved Networks to ensure Equal Employment Opportunity without discrimination or harassment on the basis of race, color, national origin, religion, sex, age, disability, height, weight, alienage or citizenship status, marital status, creed, genetic predisposition or carrier status, or any other characteristic protected by law.

ADA Statement:

It is the policy of Approved Networks to comply with all federal and state laws concerning the employment of persons with disabilities and to act in accordance with regulations and guidance issued by the Equal Employment Opportunity Commission (EEOC). Furthermore, it is company policy not to discriminate against qualified individuals with disabilities in regard to application procedures, hiring, advancement, release, compensation, training or other terms, conditions and privileges of employment.

