

MANAGER - SALES & TECHNOLOGY [INDIA & APAC] KEY FUNCTIONS



OVERVIEW

****GURUGRAM - INDIA BASED APPLICATIONS ONLY****

Due to the key requirement of needing to be based in our Gurugram, India office we can only consider applicants in commutable distance of this location. Whilst based in Gurugram, regular international travel should be anticipated.

The Manager – Sales & Technology is responsible for supporting sales and technical activities and contributing to sales strategy of Radio Design.

KEY FUNCTIONS

- Keeping track of monthly sales forecast for the whole financial year.
- Travel domestically and internationally to develop business relationship with all the 22 circles of the 3 major operators in India and multiple operators in APAC countries to enhance the future growth of the business.
- Develop new/additional business with existing customers in the market, according to guidelines laid down by the management team of Radio Design India.
- Present and participate in pre-sales technical discussions with customers at various levels (e.g., Field Technical to Technology Director). Pre-sales technical support includes: Determining customer technical requirements, proposing products and product configurations to meet customer needs. Interface directly with customers to understand, quantify and document technical needs and requirements for products.
- Provide technical assistance to sales associates to support pre-sales opportunities. Responsible for communicating company technology strategy to the customer. Provide telephone support for technical inquiries related to sales opportunities.
- Provide technical input for preparation of sales quotes, proposals and RFPs including determining model configurations and detailed Bills of Materials (BOM) for the proposed solutions. Compare product solutions to customer's architecture and need for ROI. Understand interrelated aspects of operator quality parameters and subscriber acquisition costs with respect to operator capital and operating expenditure concerns.
- Develop and present technical presentations to demonstrate the value and benefits of company products and solutions as they relate specifically to the customer's network architecture. Serve as a liaison between the customer, sales and product management to ensure the company designs products customers will purchase. Share expertise with sales personnel to enhance and promote their technical knowledge base, both with company products and industry trends.
- Maintain detailed technical knowledge of the application, configuration, operation and optimization of company products. Provide ongoing support as appropriate with RFI and RFP submissions. Track engineering projects for changes in design and new product information. Disseminate knowledge to global R&D team.
- Promote customer technical trials as a means of demonstrating the beneficial value of company's products and solutions. Define the products and configurations required in a customer field trial to adequately demonstrate how the company's products will meet the requirements as proposed (as defined by the Trial Process). Recommend spare products and FRU's required as appropriate for customer specific maintenance strategy.
- Post-sales ongoing customer support. Build, and maintain, strong personal relationships with key customer personnel.

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- Provide input and feedback to R&D team regarding new and future product requirements.

EDUCATION

- Bachelor's degree in Electronics and Communications Engineering, with an understanding of RF technology; MBA degree together with engineering will be an added advantage

EXPERIENCE

- 5-10 years of professional commercial experience in the field of wireless communications product and technologies.

LINE MANAGER

Director – Sales & Business Development [India & APAC]

LINE REPORTS

None Specified