

Wireless/5G Sales Account Executive – Central/South (H/F)

Société	Viavi Solutions - http://www.viavisolutions.com/
Poste basé à	Plaisir
Division	Network Service Enablement (NSE)
Rattachement hiérarchique	Directeur des ventes – Sud Europe
Date	1 ^{er} juillet 2021

Company

VIAVI (NASDAQ: VIAV) has over 90 years of technical innovation that has evolved to keep pace and address our customers' most pressing issues. We manufacture equipment, software and systems that help plan, deploy, certify, monitor and optimize all types of networks, such as mobile phones, service providers, large companies and data centers. VIAVI is also a leader in high performance thin-film optical coatings, providing light management solutions to the anti-counterfeiting, consumer electronics, automotive, defense and security markets. instrumentation.

We're the people behind the products that help the world stay connected - at home, at school, at work, and everywhere in between. VIAVI employees are committed to supporting customer success, and we welcome the people who bring their best to the company every day - to question themselves and collaborate to achieve solutions that will delight our customers.

Primary Job Purpose

To create market awareness and develop opportunities for VIAVI wireless/5G field test solutions within the region. Work with the local sales team to identify key decision makers and influencers across the eco-system.

Key Accountabilities

- Responsible to develop and execute a set of comprehensive 5G field T&M customer strategies for key Wireless Service Providers, NEM's and Contractors in the region.
- Proactively contact and visit customers to develop new business.
- Be comfortable to demonstrate equipment to customers, training will be provided. Support from the wider team is available.
- Articulate Viavi's value proposition for Automated Cell Site Installation and Maintenance to end customers, in teamwork with the local sales resources, with objective Viavi products are firmly embedded in the customers test process.
- Close working relationship with 5G Sales Manager, Account Managers (direct and indirect), Solutions Engineers, BU GMs and PLMs, to develop and execute Viavi Wireless/5G Field plan.

- Weekly review, to ensure good and timely execution of the Viavi 5G Field Plan, report progress to 5G Sales Manager.
- Provide continuous "voice of the customer" feedback to the BU's and EMEA Sales VP, on how to improve the Viavi 5G value proposition (e.g., product bundles, product performance, cross BU roadmaps, etc.)
- Gather and provide intelligence on competing products/systems and competitors 5G value proposition to BUs and EMEA Sales Organizations.

Profile

To achieve this, it is expected that you will be able to demonstrate the following key capabilities and characteristics to a sufficient standard to enable you to achieve your responsibilities.

- Strong technical background and understanding of wireless Test and Measurement technologies
- An understanding of the wireless eco-system with existing contacts
- Ability to build relationships with key Viavi decision makers at Viavi 5G strategic accounts in region.
- Ideal candidate would need to have the following personal characteristics to be successful: Hunter mindset, self-motivated, team worker with strong collaboration skills, comfortable business development, driven personality, good strategic planner while able to be hands-on tactical in field, flexible and adaptable to work with a broad range of customers and internal sales team.
- Good organizational and cross functional management skills
- Adapt at influencing and supporting non-reporting sales teams.
- Extensive experience in customer management and putting together commercial value propositions.
- Good negotiating skills
- Travel within region

If you have what it takes to push boundaries and seize opportunities, apply to join our team today.

Contact

Candidates can send their application and cover letter by mail or by email to:

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