

## Sales Manager

Appear TV is expanding its Sales and Marketing team, and are therefore looking for an enthusiastic and experienced **Sales Manager**. Our company provides carrier-grade solutions that enable broadcasters and operators to deliver professional quality video and audio services.

Qualification: Relevant higher education, MSc., Cand. Scient, MBA (or equivalent)

Job Purpose:

- to drive sales of products, consultancy and training into a portfolio of clients in an allocated geographical area
- to create and manage forecasts
- to be responsible for fostering and managing positive client relationships
- to build an understanding of the market and to act as a liaison between Appear TV and the market
- to deliver market intelligence to enable Appear TV to better position its products and services
- to achieve allocated targets on products and services, ensuring a healthy portfolio of offerings are taken across a wide range of clients
- to ensure that other salespeople are developed and are able to achieve successively greater targets
- to establish and drive sales campaigns
- to successfully negotiate contracts
- to successfully build profitable business relationships and set up business partner networks

You have a positive attitude and want to work in an international environment. A key success factor is the ability to manage and co-ordinate bid teams, and to be able to communicate at all levels internally and externally. Language skills are advantageous and complete fluency in English is an absolute minimum requirement. Considerable travel is to be expected.

We offer:

- An exciting place to work with humor and energy
- State-of-the-art products and technology
- Inspiring customers and projects
- Professional career development
- Competitive terms

We would prefer a few years of relevant professional experience, but will consider highly talented personnel from other industries. The job currently reports to the CEO.

Send your resume and application clearly marked to: [jobs@appeartv.com](mailto:jobs@appeartv.com) or for further information contact Carl Walter Holst +47 2411 9020.

### **About Appear TV**

*Appear TV is a privately held company based in Oslo, Norway. Appear TV provides carrier grade hardware that enables operators to deliver professional quality video to its customers. The foundation of the company is based on delivering unique products that opens up new opportunities for video distribution. All employees are dedicated to quality and service with an emphasis on developing products offering peace of mind in operation.*

*The Appear TV philosophy is to develop products in close partnership with customers. Through an operator oriented design Appear TV is focused on providing products and solutions that help service providers gain a competitive edge. For more information please visit [www.appeartv.com](http://www.appeartv.com)*