

International Sales Manager

Appear TV is expanding its Sales and Marketing team, and are therefore looking for an enthusiastic and experienced **Sales Manager**, with an international profile. 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 successfully set up profitable business partner networks
- to build an understanding of the market and to act as a liaison between Appear TV and the market place
- to deliver market intelligence to enable Appear TV to better position its products and services
- to achieve allocated targets on products and services
- to successfully negotiate contracts
- Attend business partner meetings, trade shows and conferences

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 or for further information contact Carl Walter Holst +47 2411 9020.

APPEAR TV is based in Oslo, Norway. The company produces world-class equipment that enables operators to deliver professional broadcast services to millions of users around the globe. The company is dedicated to developing reliable, revenue-generating and innovative solutions for operators looking to deliver real-time content to the home. Appear TV head-ends are designed for modularity, high density, and flexibility. www.appeartv.com