



## Solution Consultant UK and Europe

### JOB DESCRIPTION

The Alpha Wireless Solution Consultant is responsible for managing current strategic partner relationships, selling additional products and services to existing customers, and selling to new customers. This person will utilize all existing relationships, partner relationships and cold-calling to be successful in this role.

#### Responsible for:

- Growing new sales in the UK and Europe
- Developing relationships with wireless network engineers focused on changing the way wireless networks are built
- Engaging Solution Architects to address customer needs
- Maintaining CRM (Salesforce) on all opportunities and forecasting demand
- Working with the marketing team to determine how best to sell into the market
- Attending sales events and tradeshow as needed
- Presenting the Alpha Wireless story throughout the market
- Engaging with social media to extend the brand across the UK and Europe

#### Skills and or experience:

- Proven sales track record
- Excellent verbal and written communication skills
- Proficient at Salesforce, Excel, Word and PowerPoint
- Ability to present solutions to both small and large groups
- Professional character and excellent problem-solving skills
- Ability to understand technical and business challenges facing clients and identify opportunities to increase sales of related products and services while also monitoring and analysing competitor activities to assess threats to important clients

**Preferred skills and or experience:**

- At least five years' experience in business-to-business technology sales in 'named' accounts.
- Demonstrated stable track record of success in sales, with two to three years' consecutive, successful sales experience within one company within the last five years
- Familiarity with UK and European marketplace, companies and community
- Experience with a mobile network operator or large OEM
- Solid understanding of the challenges faced by the wireless network operators
- Ability to adapt antenna solutions to network challenges

**Core Behaviours:**

- Positivity
- Teamwork
- Dependability

Does this sound like you?

**Please send application to [HR@alphaantennas.com](mailto:HR@alphaantennas.com)**