

Navara is an Independent Software Vendor (ISV) that builds mobility products to allow companies of all sizes to extend critical business applications: ERP and CRM. We deliver mobile access to for example SAP, BMC Remedy, ITSM/ Service Management and Healthcare applications. Together with our partners we enable people to access these applications on their PDAs and BlackBerries.

Navara is a division of RAM Mobile Data, an international provider of wireless and mobile data communication solutions for business customers.

The company is located in The Netherlands (HQ) and has offices in Belgium and the U.S.A. (Atlanta). In the US we focus on a channel approach: we promote and sell our products through ISVs and Solution Partners.

For our office in the U.S.A. we are currently looking for a full-time Sales Manager US.

***Our ideal candidate for this position will build and develop the channel sales team while developing new partners. Our candidate will have team building and management skills, time management, creativity and innovation to encourage and inspire the sales team in meeting ambitious sales goals.***

Can you increase sales and profitability while managing a small but dynamic and highly motivated sales team? Then we are looking for you!

### **Responsibilities**

- You will be responsible for effective and profitable sales by continuously building-up (80%) and expanding good relationships with key accounts/partners (20%) through frequent contacts by telephone and personal visits and trade shows.
- You will be accountable for the US profit and loss, if proven successful you will have the opportunity to grow your team
- Manage the sales team (currently 1 channel manager)
- You will make contracts with clients in coordination with management.
- Furthermore you follow market trends and anticipate pro-actively.
- You coordinate between clients and product management on product specifications.
- Complete and submit reports such as those listed below in a timely manner
  - o Weekly expense reports
  - o Weekly call reports
  - o Monthly activity reports
  - o Target account planning
  - o Weekly itinerary
- Ensure the following:
  - o Sales calls are accurately reported
  - o Proper follow-up is done with regard to quotations
  - o Closing transactions are done in a timely manner
- You will report to the VP based in The Netherlands

### **Job requirements**

*Team player with strong sense of responsibility*

Required experience (please only respond if you have the required experience)

- Minimum of 5 years **software sales** experience (preferably mobile middleware)
- Minimum of 3 years sales **management** experience
- **Channel management** experience
- Proven sales performance track record

- Strong analytical skills
- Excellent interpersonal skills
- Excellent presentation skills
- Experience calling on c level managers
- Experience with Salesforce.com is desired

Desired further experience

- Working in small team and start-up environment

You are located in Atlanta GA.

You preferably have a college or university level obtained by working experience and/or studies.

**Our offer**

The company offers you a challenging job with an international organization with a large range of high quality products. In return you will receive a good remuneration package.

For more information concerning this vacancy please contact Mr. Elias Crum (Vice President) on the number + 31 30 239 0 328 or via email at [ecrum@navara.com](mailto:ecrum@navara.com)

Interested candidates: Please send your resume before May 1<sup>st</sup>, to [careers@navara.com](mailto:careers@navara.com)  
[www.navara.com](http://www.navara.com)