



**MEXEDIA**

Fast, easy, safe.

Via di Affogalasio, 105 - 00148  
Rome RM, Italy  
T: +39 (06) 94502581

[mexedia.com](http://mexedia.com)

# Job Offer.

## - THE BIDDER -

| COMPANY NAME        | VAT NUMBER  | CANDIDATE REFERENCE | OPERATING AND LEGAL OFFICE          |
|---------------------|-------------|---------------------|-------------------------------------|
| Mexedia S.p.A. S.B. | 15997541006 | Giovanni Mannarino  | Via di Affogalasio 105, Roma, 00148 |

**Mexedia** is a benefit company listed on the Euronext Growth Paris segment of the Paris stock exchange. It was founded as a company operating internationally in the sale of electronic service termination activities (voice and SMS).

Today, the Group pursues a strategic development process to present itself as a tech company specialised in delivering advanced technological services; the strategic objective is to offer its customers a complete customer experience by providing innovative, tailor-made solutions.

**Mexedia** developed a CXPaaS (Customer eXperience Platform as a Service) platform that offers companies services delivered in the cloud and through APIs.

This vertically structured organisation offers innovative technologies and consolidated tools encapsulated in an integrated technological ecosystem that manages all consumer-oriented communications.

The business model of Mexedia is based on two highly synergistic and complementary business units, which can multiply the cross-selling potential among the services offered: provision of voice and SMS termination services in a consolidated market, also via advanced and innovative technological tools—delivery of new-generation, multi-channel technological services.

PEC: [mexediaspa@legalmail.it](mailto:mexediaspa@legalmail.it)

Cap. Soc.: € 57.000.000,00 i.v.

P.IVA e C.F: 15997541006

REA: 1627922



**MEXEDIA**

Fast, easy, safe.

Via di Affogalasio, 105 - 00148  
Rome RM, Italy  
T: +39 (06) 94502581

[mexedia.com](http://mexedia.com)

## - SEARCH -

| QUALIFICATION  | TIPOLOGY           | DURATION  |
|----------------|--------------------|-----------|
| Sales Engineer | Full-time contract | Permanent |

## REQUIREMENTS

| REQUIREMENT | DESCRIPTION  |
|-------------|--|
| Skill       | Understands sales process, strategies, and solutions for selling.  |
| Skill       | Demonstrate ability to develop, build and maintain strong relationships with the sales team, partners, vendors, and customers. |
| Skill       | Ability to analyse complex problems or situations and develop practical solutions.   |
| Skill       | Exceptional work ethic, time management, and organizational skills   |
| Skill       | Ability to create convincing proposals and documentation.  |
| Experience  | 2+ years telecom experience and 2+ years as Sales Engineer   |
| Experience  | Bachelor's Degree in Computer Science or equivalent work experience  |
| Experience  | Data Networking, SIP, and Cloud Computing certifications   |
| Experience  | Strong experience with networking protocols, standards, and hardware   |
| Experience  | Technical knowledge of advanced contact center products  |

## MANSIONS

PEC: [mexediaspa@legalmail.it](mailto:mexediaspa@legalmail.it)

Cap. Soc.: € 57.000.000,00 i.v.

P.IVA e C.F: 15997541006

REA: 1627922



**MEXEDIA**

Fast, easy, safe.

Via di Affogalasio, 105 - 00148

Rome RM, Italy

T: +39 (06) 94502581

[mexedia.com](http://mexedia.com)

|   |  |
|---|--|
| <b>Essential Job Functions</b>          | <ul style="list-style-type: none"><li>• Generate accurate and timely design configurations for customer sales quotations.</li><li>• Attend sales calls and assist with sales efforts.</li><li>• Conduct technical interviews with customers to clearly define needs.</li><li>• Provide technical expertise to ensure that customer needs are met.</li><li>• Maintain a working knowledge of the industry and competitors to be a valuable customer and sales team resource.</li><li>• Review quotes, RFPs, plans, and other customer documents to develop and prepare an adequate response or proposal.</li><li>• Conduct product demonstrations both in-person and using webinar tools.</li><li>• Provide sales tools and training for the sales force on conducting effective presentations and demonstrations on Mexedia Business products to prospects and potential customers.</li><li>• Provide technical assistance to Product Management, Marketing, and Sales Training teams.</li></ul> |
| <b>Communications And Presentations</b> | <ul style="list-style-type: none"><li>• Must be a compelling, passionate, and confident public speaker with the highest caliber of communication skills.</li><li>• Deliver product and technical presentations both onsite and remotely.</li><li>• Deliver comprehensive and customized product demonstrations focused on functional capabilities in business terms easily understood by the customer</li></ul>  |

## PLACE OF WORK

Via di Affogalasio 105, Roma, 00148

## WHY SHOULD YOU APPLY?

The chance to join a well-established company.

The opportunity to become part of a hardworking, dedicated team.

To showcase your knowledge and experience

## SELECTION REQUEST

The candidate may send their CV and application to [hr@mexedia.com](mailto:hr@mexedia.com).

PEC: [mexediaspa@legalmail.it](mailto:mexediaspa@legalmail.it)

Cap. Soc.: € 57.000.000,00 i.v.

P.IVA e C.F: 15997541006

REA: 1627922



**MEXEDIA**

Fast, easy, safe.

Via di Affogalasio, 105 - 00148  
Rome RM, Italy  
T: +39 (06) 94502581

[mexedia.com](http://mexedia.com)

If the candidate would like to write a letter of application, which is welcome but not required, please do not include it in the text of the email but as a PDF file attached to the email.

PEC: [mexediaspa@legalmail.it](mailto:mexediaspa@legalmail.it)

Cap. Soc.: € 57.000.000,00 i.v.

P.IVA e C.F: 15997541006

REA: 1627922