

Job Offer.

- THE BIDDER -

COMPANY NAME	CANDIDATE REFERENCE	OPERATING AND LEGAL OFFICE	TYPE OF WORK	WHERE THE PERSON COMES FROM
Mexedia Inc	Daniel Contreras	1680 Michigan Avenue Suite 700 33139 Miami Beach , FL	Hybrid	United States of America

SEARCH

QUALIFICATION	TIPOLOGY	DURATION	RETRIBUTION
Americas Area Manager	Full-time contract	Permanent	To be defined according to experience and skills

Mexedia Inc is the US subsidiary of Mexedia S.p.A. S.B., a tech company listed in France on the Euronext Growth Paris exchange, having become in July 2022 a “Società Benefit” (a unique Italian legal form of a company committed to social and environmental performance).

Initially focused on the international sale of voice and SMS termination activities, today Mexedia also offers advanced technological services through a wide range of technologies and innovative tools in Customer Experience, Business Automation, and Business Intelligence. It simplifies the adoption and integration of AI models, IoT systems, and unconventional channels such as Virtual Reality and Augmented Reality.

REQUIREMENTS

REQUIREMENT	DESCRIPTION
Knowledge	Bachelor's degree in a business-related field
Knowledge	Master's degree in a business-related field may be advantageous
Knowledge	In-depth knowledge of selling strategies and methods
Knowledge	Strong working knowledge of the company's products, competitive products, and the market
Knowledge	Great strategic planning, organizational, and creative thinking skills
Experience	Minimum of 1 years experience in a sales leadership position
Experience	Minimum of 3 years experience working in a selling role and with sales technology and CRM software

MANSIONS

<p>Essential Job Functions</p>	<ul style="list-style-type: none"> · Managing the top accounts portfolio assigned · Run BD activities; · Managing sales teams and maintaining sales operations; · Working with the marketing department to design print and online promotional materials for the company's products and services; · Identifying where improvements can be made and developing sales plans and strategies to achieve sales goals; · Developing training programs; · Outlining and managing sales budgets; · Setting quarterly and annual sales goals and motivating the sales teams to achieve their goals; · Monitoring the market and competitor products and activities and providing detailed sales forecasting; · Reviewing customer activity, anticipating consumer needs, and improving customer satisfaction; · Creating sales reports and providing feedback to the leadership team at company meetings; · Establishing and maintaining key customer relationships
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PLACE OF WORK

1680 Michigan Avenue Suite 700 33139 Miami Beach , FL

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 his/her CV (not European), portfolio, and application to hr@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.