

# Colombia Jobs Expertini®

## Acct Manager, Territory Manager

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Company: CommScope

Location: Bogotá

Category: other-general

In our 'always on' world, we believe it's essential to have a genuine connection with the work you do.

**CommScope is looking to add Territory Account Manager to our Bogota team.**

You find solutions for every customer! CommScope is looking to add a **Territory Account Manager** to our Connectivity & Cable Solutions team. The ideal candidate will ~~be~~ based **Bogota, Colombia**

**How You'll Help Us Connect the World.**

As the global market leader in our low-voltage/telecommunications infrastructure space, CommScope is looking for an upbeat Territory Account Manager to join a very successful and results-oriented team.

Primary Contact / Style of Contact:

Develop, grow, and maintain sales and management customer relationships at all levels within the region of Central America and Colombia. Engages appropriate internal resources as necessary, to support sales goals.

Proactively plan and direct sales activities in respective region by routine visits, customer training, providing information of new products/solutions in order to achieve maximum results in development of existing and new customers.

Primary Job Focus:

Driving Profitable Top Line Revenue Growth by aligning and committing with the goals of the region and developing the relationship with Customers at all levels, tackling issues with sense of urgency, driving a proactive approach, managing pipeline of opportunities, and

assessing account planning activities throughout the year.

Improve Sales Operational Excellence, by maintaining forecasts updated in a weekly basis to assure predictability, and reporting Customer & Market updates in a regular basis.

Reinforce distribution ecosystem and increase penetration in targeted segments by adjusting GTM, account planning, market intelligence and forecasting process in the channels we are focusing to drive our growth in these segments.

Job Accountabilities:

Understands customer's business, technology and product requirements and appropriately matches solutions to meet customer needs.

Performs revenue and demand forecasting, account planning, project planning and other related sales administrative tasks to grow financial objectives. Provides information and reports, as required, to inform management of sales progress and success.

Role in sales process:

Drives the complete sales cycle, from prospecting and qualifying sales leads, coordinating sales activities and required resources for solution development, to presenting solutions and negotiating through the close. Using appropriate sales messaging, favorable influences selection of products, service or solutions in targeted accounts.

Come connect your future!

### **Required Qualifications for Consideration**

Bachelor's degree.

Bilingual English / Spanish (written & spoken).

Experience working in a multinational company with a background in Telecommunications.

10 years' experience in Sales, preferably in telecom infrastructure solutions.

### **You Will Excite Us if you Have**

Have strong communication.

Outstanding customer service skills.

Self-motivated.

Excellent leadership.

Great networking at telecom industry.

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