

Job Title

2 VoIP solutions selling specialists - 1 in Paris / France and 1 in Diegem / Belgium

Description

If you have the experience and sales track record in creating, proposing and delivering Voice over Internet Protocol (VoIP) solutions to customers, this is the role you should be looking for. Verizon Business is seeking a specialist sales consultant to drive Verizon VoIP services to new and existing customers. You will be identifying opportunities to create and present VoIP solutions to customers and seeing the whole sales cycle through to successful installation. You will have the support of the Verizon engineering and delivery service teams to ensure the solution is fully specified and completed on schedule. You have the opportunity to work with a leader in the field and by demonstrating business benefit and competitive advantage to the customers ensure you enjoy the rewards and the satisfaction of making a real contribution to both Verizon and our customers.

Verizon Business

Verizon Business is a leading provider of advanced communications solutions to enterprises and governments. It is one of the three operating units of Verizon Communications, Inc., (NYSE:VZ) and has offices in 75 countries and six continents. We provide mission-critical communications services for organisations worldwide, including 94% of Fortune 500 companies. The company's comprehensive solutions and service portfolio ranges from virtual private networks (VPNs), network services and application services to security solutions and hosting. Verizon Business is moving forward with network enhancements and business process enhancements that will provide the foundation for next-generation services and a consistently excellent customer experience. The Verizon Business commitment to customers and approach to the global enterprise market is characterized by its global capability and personal accountability.

Your main responsibilities as a VoIP Specialist Selling will involve:

- Achieving sales targets and revenue from new and existing Verizon customers Acting as a sales consultant with the customer and internal Verizon sales channels creating business focussed solutions, commercial proposals through to negotiation and final delivery
- Working with internal service delivery and engineering teams to create and install novel VoIP solutions and providing feedback to enhance Verizon's products and services portfolio
- Tracking and reporting the sales prospects throughout the sales cycle together with monthly forecasts and reports

As a VoIP Specialist Selling your skills and qualifications will ideally include:

- Extensive experience in Voice/PBX and IP voice is essential
- Sound knowledge and understanding of IP services, in particular MPLS networks and convergence is a must
- The ability to present technical solutions in terms of business benefits and advantage
- Multilingual capability including fluent written and spoken business English

- Familiarity with Siebel would be an advantage
- What we will be looking for in you:

You will be an experienced sales consultant in the telecoms market with a proven record of sales success. You have the ambition and drive to be a self starter but appreciate the value that others in the wider team bring to your success. Your experience has provided you with the self confidence and skills to handle presentations and negotiations at executive board level. Your technical knowledge enables you to gain the respect of the technical designers and delivery teams in your business.

Contact

Isabelle Mathey <isabelle.mathey@uk.verizonbusiness.com>