



Senior Sales Executive - North America

About COS Systems

We are a leading BSS/OSS software provider offering “zero touch” automation of high-speed fiber networks with native Open Access support. We support fiber operators in their ambitions to eliminate digital exclusion by getting everyone the connection they need to fully participate in our modern digital world.

Founded in 2011 in Umeå, we have our roots in Sweden and an established customer base in Fiber network operators with Open Access on several continents. Since 2013 we have been established in the US and now we are expanding our North American organization to actively support the rapid fiber network growth in the US and Canada.

About the role

In our next step of development to expand our business and presence in North America we are looking for a Senior Sales Executive with an established network in the fiber industry.

You will play a key role in our growth strategy winning new fiber network operator customers. You will be responsible for the full sales cycle including qualifying incoming leads, representing COS at trade shows and nurturing leads from the initial call to contract signing. Your main responsibility will be to own the customer relationship and tirelessly give them the support and attention required for them to make the purchase decision. In the sales process you will have the support of technical experts and a Customer Success team that takes over when implementation starts.

Key Responsibilities:

- Leading our sales activities/strategy in the US and identifying target customers to support business growth.
- Main responsibility for market analysis and insights for focused marketing activities.
- Actively identifying and qualifying potential customers through networking initiatives, phone and email communications.
- Presenting and demonstrating the value of our products and services to prospective buyers.
- Actively drive the business process with potential customers throughout the sales cycle to ensure needs are being met including contract negotiations.
- Cultivating solid relationships with major customers to ensure a continuous flow of sales revenue.
- Preparing regular sales reports as well as sales territory plans.
- Researching competitors’ products, pricing, and product success to determine customer preferences.
- Expanding industry knowledge by attending educational workshops and reading professional publications.

Key Requirements:

- Experience from the fiber network operator industry and preferably BSS/OSS software
- Experience from scale-up’s and fast growing organizations
- Proven sales experience with a track record of achieving sales quotas.
- Strong negotiation and consultative sales skills.
- Excellent organizational and problem-solving skills.

- Effective communication skills.
- Exceptional customer service skills.
- Bachelor's degree in business, management, marketing, communications, or other related field is preferred.
- Certified Sales Professional (CSP) certification is advantageous.

Personal skills:

- A listener who can also talk
- An excellent relationship builder
- The one who takes initiative to move forward
- The outgoing type who loves meeting with customers and partners, but also has a genuine interest for technology
- That amazing communicator who can explain something technically complex so that even a CEO understands it
- A team player who is ready to step in and do what it takes even if not exactly described in your role description

This is what we offer you:

- An environment where everyone is given freedom to reach good results in their way
- A manager that is there to support you and not challenge or judge you
- Flexibility to work from where you want to work from (but obviously you must travel to meet our future customers too)
- An understanding that you will not perform at work unless your family is happy
- A chance to join a growing company that is perfectly positioned now when the fiber business in North America is blowing up!

Preferred location of candidate:

- Dallas/Texas region but open for other locations