

Aarresaaren työpaikkailmoitus (www.aarresaari.net)

Technical Account Manager

SEVEN seeks for a dynamic and highly motivated Technical Account Manager (TAM) to manage technical sales and customer delivery operations from the customer front.

As TAM you will play a key role in technical sales support. As a member of our small, EMEA TAM team your responsibilities range from planning and specification of the solutions to be delivered to driving both customer side and in-house functions to alignment with the plans. You will both manage existing customer accounts and also generate new business from new mobile operator and device manufacturer accounts.

SEVEN offers you an international world-class team dedicated to creating a next wave of innovative mobile services by using the newest mobile technology. We offer you career-advancing opportunities in strengthening your current competence and developing new ones in the field of technical sales, delivery and customer service in a truly international environment. We also offer you competitive salary and great benefit package.

Your primary responsibilities:

- Technical sales support to Seven EMEA sales team to generate new business (e.g. preparing offers, project plans and presentations in co-operation with Delivery and Sales)
- Driving software pre-load deployments around the world, mainly in EMEA area, and in-house functions accordingly (e.g. Delivery, Engineering, Sales)
- Support for customer trials and product demo's for Seven product

What are we expecting from you?

- At least 5 years of working experience with mobile operators or device manufacturers
- Understanding of mobile devices, server platforms, and mobile networks
- Working experience in customer interface (e.g. technical pre-sales, sales support, or other similar)
- Goal oriented, proactive and sales oriented mindset, and ability to manage customer accounts
- Flexibility and readiness to work in a dynamic environment
- Excellent communication skills in English
- Ability to travel 1-2 times per month (mainly inside EMEA region)

Are we the perfect match for you?

We offer you the opportunity to be part of our innovative, smart and dynamic team of mobile technology professionals. Our international culture is steeped in engineering excellence. We are very experienced in developing products/software at the edge of mobile technology. Innovative team spirit is the main reason for our success. Currently we have 50 employees in Finland where one of SEVEN's main development centres locates.

SEVEN® is the leading provider of push-enabled mobile email and messaging solutions for mass market devices. The company is the first to provide wireless operators and device manufacturers with an integrated mobile platform that allows them to simplify the delivery of

mobile data, applications, and services to a broad portfolio of devices. With services powered by SEVEN, operators and device manufacturers can increase customer loyalty and give subscribers access to the email and messaging services of their choice on the device of their choice. SEVEN's push-enabled email services are in production in 14 languages including English, Spanish, Japanese, Chinese, Korean, Arabic and Finnish, among others. Today, SEVEN runs on more than 550 device models across six operating platforms.

SEVEN is headquartered in Redwood City, California, with offices around the globe. For more information, visit www.seven.com.

Apply now

Apply here: <https://saranen.rekryointi.com/cv/form.php?jid=407&hash=e6de> by September 5, 2010.

For more information about this position, please contact Kalle Kautovaara at Saranen Consulting on Monday, August 23, 9:30-10:30 o'clock, tel. +358 40 738 9298.

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Paikkakunta: Helsinki

Työn kesto:

Palkkaus:

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Työnantaja: SEVEN

WWW-osoite: <http://www.seven.com>

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Viimeinen hakupäivä: 05.09.2010