



The First 100 G Trans-Atlantic Cable System

Company Background

Emerald Networks is building the largest low latency submarine cable system connecting North America to Europe and Iceland with extraordinary new capacity that can handle current – and more importantly – future demand faster. We will enable multinational companies to take advantage of 100% green and renewable hydro and geothermal energy resources to reduce their carbon footprint.

It will *disrupt* the aging transatlantic fiber systems and bring a new super highway across the Atlantic at 100 Gbps.

Culture

Open team environment, flexible enough for you to have real impact and visibility; and, big enough to attract top clients; start-up, fast-paced and positioned for growth.

Opportunity

Director of Sales/Business Development in financial services, Fortune 1000, content providers and technology and related data centers companies. Reports to the EVP of Global Sales.

Position locations: London, NY, Silicon Valley, Atlanta, and Europe (either Amsterdam, Brussels, or Frankfurt).

Positions based in London and New York will focus selling efforts on both financial institutions and Fortune 1000.

Positions based in Atlanta and Europe will mainly target Fortune 1000 and key Content Providers.

Position based in Silicon Valley will focus on technology and data center companies.

- Sell capacity, bandwidth, circuits, both IRU's and Leases, on Emerald's Fiber Optic network.
- Create and implement lead generation strategy by vertical.
- Develop and implement strategic sales plans to meet corporate goals.
- Direct sales forecasting activities and sets performance goals accordingly.
- Building a pipeline of new accounts (exclusively), focusing on opening new doors.
- Orchestrating extensive Proposal efforts and drive to closure.
- Develop strategic partners with key technology companies.
- Understand telephony networks and technology buyers.
- Reviews market analyses to determine customer needs, price schedules, and discount rates.
- Represents company at trade meetings/conferences.
- Analyze and control expenditures to conform to budgetary requirements.
- Generates sales reports.
- Monitors and evaluates activities of competition.

Qualifications

To perform this job successfully, an individual must be able to perform each essential duty satisfactorily. The requirements listed below are representative of the knowledge, skill, and/or ability required. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

Education and/or Experience

- Bachelor's degree with minimum 15 years business development experience within financial, data center, content provider, and or fortune 1000 companies. Start-up experience helpful.
- Data center/technology, content provider, or financial services background required.
- Solutions-selling experience; telecommunications and/or bandwidth-capacity sales experience preferred.
- Experience with selling to technology buyers.
- Experience in the workings of a data center and true cost of powering a Data Center.
- Demonstrated ability to develop and close significant customer pipeline.
- Experience with building and growing strategic partnerships.
- Experience defining sales strategy and executing.
- Track record of new account penetration.
- Outstanding interpersonal, communication and presentation skills.
- Experience contacting/presenting to C-level executives.
- Experience with vertical positioning.
- Strong negotiation skills with proven success closing complex service contracts.

Language Skills

- Ability to read, analyze, and interpret general business periodicals, professional journals, technical procedures, or governmental regulations. Ability to write reports, business correspondence, and procedure manuals. Ability to effectively present information and respond to questions from groups of managers, clients, customers, and the general public.

Competencies

To perform the job successfully, an individual should demonstrate the following competencies:

- Design - Generates creative solutions; demonstrates attention to detail.
- Problem Solving - Gathers and analyzes information skillfully.
- Technical Skills - Strives to continuously build knowledge and skills.
- Customer Service - Responds promptly to customer needs; solicits customer feedback to improve service; responds to requests for service and assistance.
- Oral Communication - Speaks clearly and persuasively in positive or negative situations; listens and gets clarification; demonstrates group presentation skills.
- Planning/Organizing - Prioritizes and plans work activities; Uses time efficiently; plans for additional resources; sets goals and objectives; develops realistic action plans.
- Dependability - Follows instructions, responds to management direction; keeps commitments.
- Initiative - Takes independent actions and calculated risks; looks for and takes advantage of opportunities; asks for and offers help when needed.
- Innovation - Displays original thinking and creativity; meets challenges with resourcefulness; generates suggestions for improving work; develops innovative approaches and ideas; Presents ideas and information in a manner that gets others' attention.