



ECT is a tech company dedicated to better business outcomes for communications service providers (CSPs) and their customers. With our Telecoms Low-Code Application Platform (T-LCAP), Packaged Business Capabilities (PBCs), ready-to-use apps and agile co-development, we enable CSPs to compose, enhance and individualize telecoms services and products implemented within their telecoms network.

We are currently hiring a

### **Strategic Account Manager, BT Group (m/f/d)**

Your primary goal is to develop our business relationship with BT. We are building a sales powerhouse within the ECT Group to ensure that our current long-term key accounts engage with us in collaborative and strategic manner. Toward this end, we work in multidisciplinary agile teams that include solution architects, product owners, tech evangelists, marketing experts and scrum masters. Together, we want to unlock the full potential of our telecoms low code, making a major contribution to our clients' business outcomes.

We are looking for an individual with a strong entrepreneurial background and proven track record of building and maintaining long-term client trust at the most senior levels within BT. There is also the secondary opportunity to foster and maintain new strategic business relationships with Vodafone.

You report to Francine Kavesh, the Managing Director of the European Computer Telecoms Ltd. in London and responsible for ECT sales and service in the UK.

#### **Responsibilities:**

- Build and continuously expand a strong ECT presence within the target account(s) and become a trusted advisor, positioning ECT as a thought leader in telecoms low code
- Elaborate and implement your own long-term account management strategy including tactical approaches based on your analysis of the business and technological issues the client is currently facing
- Inspire all members in your agile sales team with your vision and leadership
- Position and represent ECT in all direct and indirect sales engagements, negotiations and tenders

#### **Your Profile:**

- 8 – 12 years of proven sales experience in a technology company selling primarily to communications service providers
- Established, strong relationships within the target account(s)
- Ability to build C-Suite relationships directly with the client
- Solid business acumen understanding the complexities of both the business and technological requirements for successful telecoms products and services
- Comprehensive understanding of telecoms technology as well as telecoms B2B products and services
- Major account planning experience using solution-selling approach to executive technology and business stakeholders
- Strong communications and interpersonal skills

### Who we are:

- **We have an amazing, highly diverse team** with colleagues from Brazil, Bulgaria, Colombia, Egypt, Finland, France, Germany, Guatemala, Greece, Hungary, India, Indonesia, Iran, Ireland, Mexico, Morocco, the Netherlands, Pakistan, Romania, Spain, Tunisia, Turkey, the USA, etc.
- **We care about you.** All employees participate in the success of our company via our company bonus. We offer a highly competitive compensation package with a company bonus and uncapped commission, company car, relocation assistance as required and 30 workdays of paid vacation
- **We invest in your future.** We encourage all employees to participate in further education and offer in-house language courses and trainings, external seminars and university courses. Many colleagues have even completed company-sponsored MBA programs.
- **We care about our community.** For over 15 years, we have been the main sponsor of the Munich Chamber Orchestra and all employees receive tickets to their amazing concerts.

Please send your CV by e-mail, including your salary expectation and a possible start date to [careers@ect-telecoms.de](mailto:careers@ect-telecoms.de) mentioning "Key Account BT" in the subject.

**In order for your application to be considered, you must include a 2-minute video, in which you:**

- 1. Introduce yourself and your qualifications for this position,**
- 2. Explain what motivates you to apply, and**
- 3. Ask three questions about the position and/or ECT.**

Employment starting date: immediate.