



## **Global Alliances Manager – Wireless Mobile (West Coast – Bay Area, LA, San Diego)**

**vlingo** presents a fresh, exciting start-up opportunity in one of today's hottest areas of the mobile space. Technology by **vlingo** — is revolutionary software that translates your voice into text like nothing before.

### **Role**

As an innovative sales/business development professional, experienced in developing alliances and partnerships in the wireless ecosystem you will lend your knowledge, expertise and contacts to build our business. This role includes the design and delivery of business development strategies— as well as tactical account executive efforts (relationship building and deal closing responsibility) – that conveys the compelling benefits and advantage of enabling the **vlingo** voice user interface with customer applications.

### **Territory:**

- Global
  - Global management of US west coast opportunities but with responsibilities that will require travel and focus throughout North America.
  - Some international travel may be required.

### **Responsibilities**

- Revenue generation, account planning, acquisition strategies and business model development
- Articulate key product (marketing and technical) factors to executives, technical leads and non-technical influencers
- Establish viable business goals and quota attainment
- Develop a comprehensive sales plan for your areas of responsibility based on our goals.
- Provide active account management of initial target customers and relationship management across our customer and prospect base.
- Manage key strategic relationships with existing and new customers to ensure that vlingo maintains a trusted advisor status.
- Manage and oversee key projects and provide escalation point for partners and customers
- Negotiate and close deals, including contract development, based on business plan targets.

### **Criteria**

**Prospective candidates are partnering and selling software & solutions to US wireless carriers and ecosystem companies.**

#### **SALES**

- 10+ years experience of partnering and selling software & solutions to US wireless carriers and ecosystem companies
- Proven track record of strong quota attainment
- Strong relationships within US wireless carriers and among the wireless ecosystem
- Keenly aware of competitive products and technology
- Outstanding presentation, communication and sales talent

#### **PROFESSIONAL**

- High energy and achievement oriented
- Negotiation skills and contracts development
- Intellectually curious
- Initiative and self-motivation guides your performance
- Technical acumen and background capable of handling technical conversations with partners and customers
- BA/BS degree

As an Equal Opportunity Employer **vlingo Corporation** encourages participation by all – it's your talent that we are interested to unleash.