



**Position Title:** Carrier Channel Sales Manager

**Location:** Greater Boston Area, Southern California (Remote to start)

**Company:** MarketSpark

**Salary:** Competitive Base + Variable

**Must have:**

- 3+ years of proven Telecom sales success with major carrier
- Proven results with a value-centric, consultative selling methodology (Sandler, Challenger, etc.)
- Goal-driven hustler who thrives on exceeding the numbers
- Process oriented thinker and problem solver
- Effective communication skills with a track record of success involving stakeholders from C-level executives to operational roles

**Nice to have:**

- Experience in developing greenfield market opportunities with startups
- SaaS Sales Experience

**Day to day:**

MarketSpark is seeking a Carrier Channel Sales Manager for an exciting, fast growing startup that is disrupting the traditional telecom space in the \$20B POTS Replacement Space.

MarketSpark is a software solutions company delivering value to the construction industry value chain with cutting-edge, B2B technology platforms that help drive innovation, foster connectivity between stakeholders, and dramatically improve efficiency (and revenue) – think Amazon + Uber for the construction industry.

The MarketSpark platform enables large enterprises to easily migrate from traditional copper lines to a reliable and redundant wireless network using a single point of contact.

The Carrier Channel Sales Manager will work closely with the Chief Revenue Officer to develop and execute an enterprise sales strategy that maximizes profitable growth.

This is an amazing opportunity for an aggressive sales hustler who seeks to have significant influence building and executing a sales strategy to disrupting an industry with platform technology enabling customers to achieve a competitive edge.

**Additional Points:**

- Must have a new business development mindset RATHER THAN an account management mindset (hunter, not a farmer)
- Loves being out in the field (networking, meeting people, networking events)
- Ability to earn the trust of prospective C-Suite partners using effective prospecting techniques
- Very comfortable with a highly metrics-driven sales organization, run by the numbers
- Demonstrated mastery of new business development skills (lead gen, cold calling, email outreach, social outreach, classic networking)



- Mastery of moving opportunities through the funnel (overcoming objections, navigating organizations)
- Daily usage of CRM tools

### **About MarketSpark:**

MarketSpark is innovating the entire backend of telecoms infrastructure, enabling enterprises to quickly evaluate, procure, monitor and maintain 100% of their POTS needs with a single pane of glass.

The company's unique, enterprise-grade managed service platform (MSP) migrates costly and siloed wireline connections to an intelligent network of reliable wireless services with a single point of contact.

The MarketSpark cloud-based solution coupled with the company's nationwide installation capacity moves antiquated and expensive copper lines move to robust, cost-effective wireless service, including Alarms, Fire Panels, Elevators, Emergency lines, Point of Sale Terminals, and Fax lines for commercial buildings.

MarketSpark - accelerating the migration of services from wireline to wireless, while leveraging the power of platforms to evolve the way enterprises consume and manage their technology needs.

### **Interested in the Role?**

Send your CV and cover letter to: [robert@marketspark.co](mailto:robert@marketspark.co).