

Generic Sales Business Development Manager Advert

Cisco Systems is the global leader in networking for the Internet. For the last 20 years Cisco has been leading innovation around IP in routing, switching, home networking, IP telephony, network security, Wireless LAN, storage networking and optical networks.

A key driver of our success has been a clear client-centric business strategy focussed on customer success and satisfaction. Cisco employees work in a high energy environment which demands high productivity, and offers excellent training, an open culture which empowers the individuals to make decisions and to develop.

We currently have opportunities for Sales Business Development Managers with experience in [Channels, Commercial, Enterprise, Mobile, Public and Wireline sectors](#) across [all geographies in Europe, Middle East and Africa](#).

Developing and executing the “Go to Market” strategy the tactics for the introduction of new technologies and their assimilation into local markets or vertical sectors. You will contribute to Cisco’s business strategy, competitive positioning helping to increase market share. With a strong track record of sales management in the technology and solutions sectors you will have:

- 3-5+ years sales management experience in the hi-tech sector
- Knowledge of business drivers, challenges and terminology and the ability to articulate how technology can address/impact these at an executive level.
- **Experience in one of the following technology areas: convergence, storage, security, optical**
- **Experience in one of the following verticals: service providers, mobile, commercial, finance**
- Able to develop and execute sales strategies in line with targets and customer needs
- Understanding of large business organizations and their buying cycles
- Ability to identify and build longterm relationships with key decision makers.
- Able to negotiate issues achieving win/win solutions

[If you are a proven Sales Manager who wants to pioneer the development and assimilation of new products and services whilst contributing to the continued success of a leading communications business talk to Cisco.](#)

[If you are a high performing sales professional looking for an opportunity to work for a global company selling complex solutions to leading clients, come and talk to us...](#)

[If you are a self motivated, sales professional looking for a company whose products and services, stature and incentive plans offer you the best opportunity to maximise your potential apply now.](#)