

Join Us: Sales and Business Development Managers

Etere is a worldwide provider of enterprise solutions backed by its mark of architectural excellence, flexibility and reliability. We are seeking experienced, goal-oriented Sales and Business Development Managers to join our organization.



Etere logo



Etere at IBC2017

Etere is expanding our distribution networks and we are seeking passionate and goal-oriented sales managers. There are **open vacancies** for Central, North, and South America, Middle East, Europe and Africa territories. **Experience in broadcast multimedia technologies is needed for this role.**

Position Overview

- Establish sales objectives and forecasts
- Present business proposals
- Research on customer requirements
- Coordinate product consultations
- Establish and develop distribution networks and partnerships
- Manage meetings with prospective customers and partners at exhibitions worldwide
- Follow-up on potential sales leads
- Analyze sales strategy and results, recommend changes or improvements for better customer satisfaction and business development

Requirements

- Proficient in English
- Results-oriented. Generate, build and effectively manage sales accounts
- Relationship Management. Build and maintain strong relationships with various stakeholders
- A successful sales track record
- Strong communication skills
- **Experience in broadcast multimedia technologies is needed for this role**

Successful candidates can look forward to attractive remuneration, international exposure and exciting opportunities to expand our business worldwide.

Contact Us to find out more.

About Etere

Since its beginnings in 1987, Etere has been preparing users for the future. Etere is a worldwide provider of broadcast and media software solutions backed by its mark of excellence in system design, flexibility, and reliability. The revolutionary concept of Etere Ecosystem promotes real-time collaborations and enhances operational efficiency across the entire enterprise. Etere Ecosystem software solutions manage the end-to-end media workflow and feature an integrative Web and Windows architecture that is customizable to fit perfectly in any system.

Etere delivers on its service excellence commitment with a 24/7 worldwide support and inclusive software updates. Its portfolio of digital technologies and market-proven remote/on-site services such as consultancy, training, installation, and demonstrations are ready to run with your business no matter where you are. Etere enhances your adaptability for the future and empowers you with the most innovative software tools to drive your business to greater heights.

To find a media management strategy that works for your business, visit www.etere.com