

Etere is a worldwide provider of enterprise solutions backed by its mark of architectural excellence, flexibility and reliability. We are seeking 3 experienced, goal-oriented Sales and Business Development Managers to join our organization. Send resume/CV to: office@etere.com

14/2/2018



(Etere logo)



(Etere at IBC2017)



Etere is expanding our distribution networks and we are seeking passionate and goal-oriented sales managers. There are **3 open vacancies** for the territories of South America, Middle East, Europe and Africa. **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.

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About Etere

Founded in 1987, Etere is amongst the worldwide leaders in Media Asset Management and channel in a box software solutions for broadcasters and media companies. Etere's unique MERP software-only solution is used by many of the world's leading Media Enterprises to power their digital assets. Its modular solutions including Airsales, Ad Insertion, playout, HSM archive, TV automation and Censorship are built with an innovative architecture, offering the best flexibility and reliability in the market. Etere is headquartered in Singapore, with a dedicated 24/7 support centre in Italy.