

# Sales Agent - Messaging (21-70)

**Location:** Africa, Asia, Latin America, CIS countries (remote position)

## About this job:

As a Sales Agent for messaging, you will be our hunter in your region. Reporting directly to the VP of Messaging you will be responsible for qualifying and suggest prospective customers in target markets. You will receive a commission on the profit of the customers you will support to win. The planned commission rate may vary based upon the anticipated involvement required by you as a sales agent. This will be agreed in advance through an accepted prospect registration.

## What you'll do:

- Hunt, Search and Qualify.
- Introduce Pareteum's Messaging sales team to the prospects.
- Support the sales process through the signing of customer contract.
- Perform other activities as may reasonably be requested to support the prospect sales effort.
- Send a weekly reporting of new prospects in a template provided by Pareteum.

## About you:

- 2+ years of experience as a Sales Agent in enterprise software sales or business technology products and services.
- Big relationship network and good business network.
- Team oriented and collaborative approach; outstanding listening skills and the ability to manage through influence.
- Proactive attitude,
- Genuine customer empathy.
- Excellent written & verbal communication in English and in the local language of the region.
- Strong focus on our goals and a belief that your daily, weekly, and monthly activities will help you achieve them.
- A fantastic attitude while sharing our passion for our technology.
- Optimistic in the face of tough business challenges.
- A thirst for knowledge.

## Do you want this job, and do you have the required skills and experience?

Then we invite you to send your resume/cv and cover letter, both in English, to [Recruiting@Pareteum.com](mailto:Recruiting@Pareteum.com). Please include the job number and title in the subject line of your email.

## About the company:

Pareteum Corporation is a fast growing, dynamic company with a recognized brand, offering challenges roles with opportunities for growth. This is a great time to join this Technology leader and help build a worldwide team of professionals in a culture where ideas are valued, initiative is encouraged, people are motivated, and enjoy a modern work environment. Visit our website for more information and to explore job opportunities: [www.Pareteum.com](http://www.Pareteum.com). Equal Opportunity Employer.

The Pareteum family of companies includes:

Pareteum Corporation; Pareteum North America Corp; Pareteum BV; Pareteum NV; Pareteum Europe BV; Pareteum Spain, S.L.U.; Pareteum UK Ltd; Pareteum Asia Pte Ltd; iPass Inc; iPass Private Ltd; United Telecom NV; Interactive Digital Media