



## Sales & Marketing Executive

*Location: Luxembourg or Darmstadt (Germany)*

### **Job description**

Reporting to the Managing Director, the Sales and Marketing Executive will present the company's product offerings and services to mobile network operators in the EMEA (Europe, Middle East and Africa) region. This will also include grasping the needs of operators – large and small –and ensuring timely feedback to the Product Development team so that functional and cost-effective solutions can be rapidly developed and deployed.

The successful candidate will be responsible for selling the company's full solution portfolio. He/she will work actively with the Product Management team to create the necessary sales and marketing support materials to optimise the selling process. Web-based marketing products and techniques will be used extensively (including Web 2.0), in addition to on-site consultative selling.

The role will involve frequent international travel, and preparation and participation in industry meetings and events. Liaison with partner organisations and resellers will be required.

He/she will have the opportunity to make a tremendous difference in a dynamic and flexible start-up environment.

### **Experience**

The ideal person will be a sales and marketing professional with a proven track record in a B2B role, preferably within the telecommunications sector. He/she will have experience of selling at multiple hierarchical levels, and will have the credibility and confidence to influence commercial and technical operatives alike.

The candidate should possess solid oral, written, presentation, interpersonal communication and negotiation skills, coupled with the energy and passion to close deals in an increasingly competitive market.

Fluency in English is a must, and other languages would be a distinct advantage.



## Our offer

- A fascinating and challenging job within an entrepreneurial start-up company with a global perspective.
- A competitive salary & benefits package including a performance-related bonus and stock option scheme.
- A chance to be a core team member of a fast-growing and fun company.

Please note that EU citizenship, or a valid EU work permit is required.

## Do you have any questions or need help?

### **Please contact:**

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[jobs@xintec.com](mailto:jobs@xintec.com)

## About XINTEC

Established in 2007, XINTEC is an entirely new company providing advanced data transformation software and standalone tools for near-real-time and real-time data processing.

Bringing together a team of industry experts with core technical development skills in the areas of inter-operator billing and rating, XINTEC delivers high quality technical solutions to reduce your dependency on in-house IT development resources and system software.

XINTEC offers you an efficient way of meeting your internal development requirements through state-of-the-art technology solutions and software development processes. These in turn will allow you to compete more effectively through product innovation and service differentiation, and by increasing your responsiveness to market changes.

In short, working with XINTEC means greater agility at considerably lower cost.

Please visit [www.xintec.com](http://www.xintec.com) to learn more about XINTEC.