



# Sales Director Telco Vertical

## About guuru

guuru is the leading Swiss SaaS provider for Customer help Customer solutions. Our concept is unique because companies can operate their customer service with help of the Crowd instead of employees. Our customers are renowned European Brands in the areas of eCommerce, Tourism and Telecommunications.

More about guuru: <https://www.guuru.com>

## The role:

To accelerate our growth we look for a Sales Director for the Telco vertical. In this role you are accountable for acquiring new customers out of the Telecommunications industry. You are responsible for the entire sales cycle including qualification of prospects, appointment setting, presentation at the customer premises, contract negotiations, project implementation and accompanying the customer during his initial lifetime. You will be supported by a Marketing team that will prepare relevant marketing material for you such as case studies, presentations, fact sheets, white papers as well as organize presence of guuru in relevant industry events such as the Mobile World Congress in Barcelona.

## What you should bring:

- A network of excellent contacts in the Telco industry around the world
- Credibility through relevant work experience in the Telco industry preferably in senior Marketing or Customer Care positions
- Entrepreneurial spirit including persistence if something goes wrong
- Creative mindset looking for unconventional solutions to achieve an objective
- Open to frequent travel
- Fluent in English plus Spanish or French

## What we offer:

- Dynamic environment in a fast growing tech start-up with a global ambition
- High performance culture in a team of experienced entrepreneurs
- Autonomous working style with little control or presence time
- Attractive performance based compensation

### **Interested?**

Let us know why and what makes you special: [tonio@guuru.com](mailto:tonio@guuru.com)