



Jet-Stream is a recognized and award-winning leader in Content Delivery Network systems. We help broadcasters stream their content over the Internet. We help telecom operators to deploy advanced streaming CDNs to offload, scale and professionalize media delivery over the Internet and mobile networks.

Jet-Stream is looking for a

Sales consultant (full-time)

Location: Groningen, The Netherlands

Job description

In the past eight years, our very successful and award-winning StreamZilla CDN service has mainly been offered to the EU market through online marketing and our personal network. Some say that the streaming CDN market is a commodity. We prove that isn't true. StreamZilla is the only permanent and highly profitable and fast growing CDN for premium streaming services. We have had years where we grew almost 100%. And again, we want to take StreamZilla to the next level by pro-actively selling the service into both the EU and US markets.

You will be co-responsible for setting up our StreamZilla sales and partner strategy. You will actively research our various markets and produce a direct and channel sales strategy per market. You will actively reach out to potential reselling and value added partners and to potential customers to explain the unique StreamZilla service and why it is so much better than what generic CDNs, local streaming providers and basic cloud services can offer.

We generate many leads through our online marketing and via our network of partners and customers. It is your responsibility to follow up all the inbound StreamZilla leads. We expect you to be able to consult these prospects about the best service for the best price and for the best approach for their needs. We want you to translate the feedback from the market into internal proposals for optimized products, pricing and features.

StreamZilla is not your average CDN 'that does streaming too'. StreamZilla is a premium streaming CDN. Clients choose StreamZilla not just for our premium performance, premium technologies and premium customer support, but also for our knowledgeable and honest consulting. This requires anyone in our team including you to have a deeper understanding of streaming media and CDN related technologies and digital media workflows than the average sales consultant in our industry.

Besides the responsibilities for setting up and managing the StreamZilla sales, you will also support other sales and business developing colleagues with their leads for CDN licensing, training and consulting services. Besides taking ownership of account management on pointed and new accounts, you will also take ownership of making sure that all sales communication is managed in a CRM system. You will work closely with and report to the sales manager.

This is a great job for the right person! World famous content owners and producers such as studios, record companies, sports clubs, enterprises and broadcasters will rely on your expertise, assistance and consultancy to make sure that their next-generation digital media services are commercially and technically successful. Your colleagues will rely on your supportive tasks. It is very rewarding to see initial contacts become large projects and see customers strategically shift their business and be successful thanks to our efforts as a team.

Responsibilities

- Help shape our StreamZilla sales strategy and operation;
- Setup and manage our StreamZilla sales channel via partners and resellers;
- Generate new leads for the StreamZilla service in the EU and the USA;



- Advise prospects and customers on our wide range of CDN technologies and services;
- Follow-up and execute on inbound leads for our wide range of CDN tech and services;
- Account management on pointed and acquired accounts;
- Market research and cold acquisition activities;
- Assist (sales) colleagues and the sales manager;
- Administrate all sales activities within relevant CRM-systems;
- Create reports on activities, leads and customers for management;
- Organize, attend and support trade shows, workshops, conferences and events.

Qualifications

- At least 5 years of experience in sales, account management and sales support;
- A background in streaming media or the CDN industry is preferred;
- Proven basic technical knowledge in the field of streaming media and CDNs;
- Commercial, consulting and technical skills with eagerness to learn quickly;
- Trust worthy, ethical and a good service oriented approach towards customers/leads;
- Able to work and adapt in a dynamic and changing environment;
- A strong sense of responsibility, communicative towards stakeholders;
- Ability to manage tasks simultaneously and prioritize and organize tasks;
- You must be well-organized and pro-active to assist;
- Ability to work independently and as part of a team;
- Ability to make decisions and solve problems while working under pressure;
- Excellent in English (writing and speech);
- Excellent interpersonal (both oral and written) communication skills;
- Speaking multiple languages like Swedish, Italian, Dutch, German, French and Spanish is preferred;
- Prepared to travel for international shows and prospect visits (less than 15%).

Working with Jet-Stream

A great job in an informal yet ambitious and professional team. Jet-Stream is a pioneer and innovator. We grow fast. We don't just change our industry, we play a key role in how people consume television and video. We scale and professionalize the web for next generation video. That is our drive and ambition. We want you to have the same ambition. We work as a team and we challenge you to improve not just yourself but also ourselves and our company. Good enough is not good enough. We are perfectionists but also realists. Working with Jet-Stream is about ambition and working hard, but also about the joy of innovation, sharing success and happy customers. We work at the highest professional level, but we don't have a formal suit and tie corporate culture. Fly Jet-Stream!

To apply

Send your application and your resume to jobs@jet-stream.com p/a Joost de Wit, HR Jet-Stream bv. Surprise and convince us!

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Living in Groningen

The Netherlands is an open society. We have an internationally oriented, open mind. We speak fluent English and many Dutch people speak German, Spanish or French as well. Quality of life is among the highest in the world. Dutch people are friendly, open and direct.

The great thing about Groningen is that this doesn't mean that cost of life is high: homes are affordable. You get the best of both worlds: the energy and luxury of the Netherlands, and the



space of our region. The average age in Groningen is under 30 so nightlife is exciting. We have many cultural facilities, restaurants and shops. The nature surrounding our city is beautiful: we have forests, lakes, canals, wetlands, heaths and pastures.

Municipalities around Groningen are chosen as the best in our country for nature, beautiful homes, facilities, education, health care, economic growth, low crime rates and quality of life in general.

We are centrally located: You can be in Germany in less than 30 minutes, in Belgium in three hours. The Groningen airport is just 15 minutes. Amsterdam and Schiphol airport are less than two hours so you can hop in and out of many EU countries within a day.