

Malaga – Full Time - Permanent

Reference salary 20000€ - 25000€ + Performance related bonus + Profit share scheme

INTRO:

Do you want to make a big impact in a small amount of time? Are you a great team player with bags of self-motivation? If so, we want to hear from you!

We are offering exciting opportunities to join our award-winning technology company at our office in Spain. Metricell is on an ambitious journey to supply its market-leading software to over a thousand mobile networks across the globe, and we'd love you to be part of this.

Our entrepreneurial team shares a passion for technology and we provide a great environment for you to grow and develop your career.

Our team achieves breakthrough results for our clients. You will be expected to play your full part, right from the start. Previous telecommunications experience is not a necessity. Curiosity and a willingness to learn most certainly are!

YOUR DAY TO DAY RESPONSIBILITIES WILL INCLUDE:

- Supporting our business across Europe and South America
- Helping manage the global pipeline via our CRM tool
- Helping to analyse customer requirements and architect solutions
- Managing a sales opportunity from lead generation through to contracting
- Responding to RFP/RFQ/Tenders
- Negotiating with Procurement teams and agreeing contracts
- Working with the Delivery Manager to ensure customer requirements are met
- Interacting and supporting our international sales team
- Conducting WebEx's and market visits to meet prospective customers and demonstrate our software
- Ensuring Sales Agency partners are sufficiently trained and successfully representing our technology

WE REQUIRE YOU TO HAVE:

- Fluent written & spoken Spanish skills
- Fluent written & spoken English skills
- Studying or completed a degree (e.g. IT, Telecoms, Business but all degrees considered)
- Good problem solving skills and a willingness to learn
- Team player with good communication and interpersonal skills

THESE WOULD ALSO BE GREAT (BUT NOT ESSENTIAL) TO HAVE:

- Willingness to travel internationally
- Knowledge of other foreign languages is a plus
- Previous experience will be an advantage though not essential
- An interest or knowledge of telecoms, mobile networks
- Passion for technology

ABOUT METRICELL

We are a young and entrepreneurial ICT company based in the UK. We are now recruiting for our Spanish offices in Malaga, located near Ciudad de la Justicia. We've enjoyed over a decade of rapid innovation and growth which has encompassed the continual evolution of our technology and staff. Metricell is headquartered in the UK but has offices in the USA, Morocco, Malaysia, Russia and Spain, so there are plenty of opportunities to work abroad. We specialize in geospatial intelligence tools that help mobile operators automate a wide range of business processes: from Test and Measurement to Customer Experience Management. We have been responsible for a number of first-to-market products and are pioneers in the areas of Crowdsourcing and Digital Self Care. Our technology is today in use by tens of thousands of personnel working for some of the world's largest mobile network operating groups – and millions of their subscribers.

If this job description doesn't sound like a good fit but you'd still like to work for us, then feel free to send in your CV and we'll be in touch.

You can find out more about us here <http://www.metricell.co.uk/about>