



## Job Description: Regional Sales Manager, EMEA

<b>Job Title:</b>	Regional Sales Manager, EMEA
<b>Department:</b>	EMEA Sales
<b>Reports To:</b>	Director of Sales, EMEA
<b>Location:</b>	Manchester, UK
<b>Direct Reports:</b>	None

NewTek, the Emmy Award winning provider of innovative solutions for Graphics, Film and Television Production, recognizes that employees are at the core of its success. We recruit and retain highly qualified, motivated, and passionate individuals and provide them with an environment to grow, succeed, and share in the company's success.

### Position Description:

The Regional Sales Manager, EMEA is responsible for driving revenue growth in the EMEA Region through strengthening our reseller channel, prospecting new opportunities, and expanding sales into new vertical markets. This position reports to the Director of Sales, EMEA.

### Essential Duties and Responsibilities

- Work with Distributors and Resellers to achieve monthly, quarterly, and yearly revenue targets
- Manage your opportunities to achieve monthly, quarterly, and yearly revenue targets
- Build relationships with prospects and current customers in your region through extensive travel
- Build relationships with key contacts of our current reseller channel in your region through extensive travel
- Create revenue from strategic relationships
- Work with resellers to strengthen their sales expertise and increase their mindshare/focus on selling NewTek products
- Prospect and recruit new resellers for NewTek
- Build a sales pipeline for longer-term opportunities
- Manage pipeline and forecasts for all sales opportunities in your region
- Communicate NewTek's value proposition as the leader in IP production workflows
- Participate in the sales process as appropriate, including customer presentations and demos, with or without the presence of a reseller partner
- Find solutions to customers' needs using our currently shipping products
- Leverage relationships/rolodex to capture potential resellers or revitalize relationships with existing resellers

- Leverage relationships/rolodex to capture potential customers or revitalize relationships with existing customers
- Partner with the reseller channel and inside sales team to close short-term opportunities
- Gain market segment market knowledge through contact with customers and employees
- Attend meetings at our San Antonio, TX or Manchester, UK office
- Assist NewTek Distributors with Reseller communications in your region
- Maintain a current understanding of all NewTek and competitive products to assist prospects and resellers in their sales efforts
- Implement sales programs by developing field sales action plans
- Prepare and present proposals to decision makers, clearly communicating NewTek's value proposition
- Prepare weekly sales, activities, and revenue reports as required by your Regional Director

## Key Requirements

To perform this job successfully, an individual must be able to perform each duty satisfactorily. The requirements listed below are representative of the knowledge, skill, and/or ability required. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

- 5+ years of experience in the live video production / post-production industry
- 5+ years of industry channel experience
- Management and Teamwork Skills with a successful track record of revenue growth
- Proven business development capabilities
- Understanding of live video production workflows
- Outstanding communication skills
- Maintains a strong network of relationships with a direct impact on the role
- Ability to self-motivate and operate independently
- Detail oriented with strong organizational skills.
- Exceptional relationship building capabilities; both internal & external customers
- Bachelors' degree or equivalent preferred
- Must have valid passport and drivers license with the ability to travel Internationally
- Multilingual skills are preferred
- Advanced knowledge of NewTek products and workflows is a definite plus

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