



POSITION DESCRIPTION

GLOBAL BUSINESS DIRECTOR

START	Immediate start for successful candidate
LENGTH	Ongoing
ROLES	Two positions available
LOCATION	UK or Europe (Scandinavia, Denmark, Netherlands, Belgium, Germany Switzerland, France, Spain)
HOURS	Full-Time

THE COMPANY

PingCo operates on a global basis and are the developers of the industry leading, automation platform TCAP. This unique platform allows for the complete automation of the interface between a Telecommunications Operator Network and Microsoft Teams.

It allows for total integration of a Telco's OSS/BBS systems and is totally API driven. Reducing deployment of Teams for carriers from months to weeks to days. Carriers protect their investments and can utilise their own SBC's or take advantage of TCAP SBCaaS.

TCAP also gives carriers an immediate avenue to full Teams/TPM deployment without the heavy cost/time burden required to "reinvent the wheel" in-house. Importantly providing carriers with rapid "time to market" and the ability to maintain and grow revenue/margin streams via an expanded range of services to their customers.

PingCo is also a Microsoft Certified Accelerator Partner, onboarding of operators to Operator Connect, Teams and Teams Phone Mobile. A strategic global Microsoft partner in Teams Phone Mobile, PingCo provides a range of onboarding, activation, market preparation services.

PingCo with TCAP are revolutionising seamless management and efficient service delivery, transforming how operators and service providers connect, innovate, and grow in the ever-evolving telecommunications landscape.

Due to unprecedented growth and significant business opportunities PingCo is expand its capability and looking to hire two (2) Global Business Director for the UK/European Region

Overview

The Global Business Director is a pivotal senior leadership role at PingCo, responsible for driving UK/Europe sales efforts and meeting the ambitious growth aspirations of the company.

Key Focus Areas:

- Sales Strategy & Execution
- Reporting & Analysis
- Stakeholder Collaboration
- Personal Development

Key Responsibilities

- ✓ Develop and implement effective sales strategies to drive increased revenue.
- ✓ Achieve the targeted seat count, revenue targets and meet other sales related KPIs set by the company.
- ✓ Collaborate with partners (e.g., Oracle, Microsoft, Ribbon etc) to drive sales through shared initiatives.
- ✓ Provide timely and accurate sales forecasts and reports to senior management.
- ✓ Monitor performance metrics and adjust strategies as needed.
- ✓ Present to and work closely with the senior management group.
- ✓ Continually assess strengths, weaknesses, opportunities, and threats (SWOT) of the company's position in the market.
- ✓ Actively seek feedback and engage in professional growth opportunities.

Key Company Expectations

- ✓ Showcase professionalism and consistently produces high quality work on or ahead of time
- ✓ Takes initiative, is a positive team member, and exhibits strong communication skills

Key Performance Indicators (KPIs):

- Achieving or exceeding the revenue target for the company.
- Growth in market share and the number of activated TPM and OC providers/operators.
- Attainment of a seats target by end of financial year, in line with Microsoft and Market growth expectations, with upward revision thereafter.

THE ROLE

HOW TO APPLY:

ESSENTIAL

- ✓ Demonstrated leadership skills – ability to drive and lead a sales effort, collaborate with multiple team members and customer contacts. Self-managed and confident. Can express a vision, a value proposition and persuade people to join the cause.
- ✓ Startup challenger mentality with total focus and commitment on success.
- ✓ Proven experience in a similar sales leadership role, in the telecommunication industry, selling to and working with Tier 1/Large Telecommunication Carriers/Operators.

- ✓ Has existing operator relationships in the large UK/European Telcos/Carriers. Able to leverage personal network of relationships at the senior level.
- ✓ Strategic thinking and planning - Demonstratable ability to develop and implement effective sales strategies. Able to gather information, generate ideas, and build a strategic account plan with embedded actions and outcomes.
- ✓ New business – Particularly adept at finding, developing large new business within the Telco/Carrier market. Proven track record as a large account “hunter” and experience managing long sales cycle multi-million dollar bids. Identify adjacent new revenue opportunities, and opportunities for service hub led sales.
- ✓ Strong analytical ability, problem-solving, initiative, negotiation, strategic planning, data-based decisions
- ✓ Create and implement a professional development plan for themselves, identifying areas for growth and improvement. Actively seek feedback and engage in professional growth opportunities.
- ✓ Provide timely and accurate sales forecasts and reports to senior management
- ✓ Fluent English speaking and written communication is mandatory. Ability to speak a 2nd language is highly desirable such as French, German, Spanish.
- ✓ Attention to detail, continued measurement of actions, planning and prioritisation and KPIs.
- ✓ Excellent communication and interpersonal abilities. Self-starter, High EQ, Active listener
- ✓ Solid understanding of global telecommunications markets, especially UK/European sectors. GSI, MSP and NCE. Continually assess strengths, weaknesses, opportunities, and threats (SWOT) of the company's position in the market.
- ✓ Previous experience and exposure to Microsoft, Cisco, Zoom and Operator markets. Ideally with Modern Workplace or Phone System. Has a solid understanding of the Vendor and Carrier ecosystems
- ✓ Able to and enjoys travelling for work in the UK/Europe region. Able to work across multiple time zones.
- ✓ Showcase professionalism and consistently produces high quality work on or ahead of time
- ✓ Works with high level of integrity and strong ethics
- ✓ Driven and highly motivated professional who can operate within a plan but also show innovation and initiative
- ✓ Positive can-do attitude, strong communicator, trustworthy and a team player

APPLICATION

For enquiries contact James Nicholas

Email applications to jnicholas@pingco.cloud

Submit a detailed CV and an application letter.

The application letter should be addressed to the CEO detailing your suitability to the role, responsibilities, and qualifications.

Selected candidates will then be asked to create a presentation deck including a personal SWOT analysis and proposed deliverables to the company.

Engage in interviews and presentations to the senior management group.