



**Business Development / Sales Manager
WIN S.A.
Wireless Products and Services**

We are:

- A fast growing, international mobile services company active in the fields of mobile internet, messaging (SMS, MMS) and marketing based in Athens, Greece.
- Part of WIN plc, one of the leading mobile services providers in Europe with its headquarters in the UK.
- A young, ambitious, creative team with aggressive growth plans for the next 3 years and a strong will to succeed.

Your profile:

- University degree with 3-6 years working experience in related industries
- Familiarity with international projects and thorough knowledge of industry dynamics
- Team player; positive; ability to energize others
- Proactive; creative; self – motivated with a strong commitment to excellence
- Superior communication and presentation skills
- Excellent leadership and analytical skills
- Ability to plan, organise and work under pressure
- A highly competitive nature; goal oriented with a mature can-do attitude
- Ability, drive and desire to deliver outstanding results
- Fluent in Greek and English both spoken and written

The job:

- Sales and new business development both in Greece and internationally
- Pursue, negotiate and close major deals with national and international mobile operators, media groups and FMCG companies as well as content providers
- Establish and maintain credibility and good relationships with customers
- Prepare annual sales forecasts and budgets
- Monitor market trends, competitive activities, new product introductions
- Meet or exceed the plan

We offer:

- Challenging, inspiring and motivating working conditions
- Exciting projects and opportunities
- International working environment
- Continuous training support
- Attractive salary and bonus scheme

Please send your application including your CV in English with a cover letter stating your motivation and why you are the right person for the job to kt@winplc.com. Subject: **“BUSINESS DEVELOPMENT”**. Deadline for applications: October 21st, 2005.