



Greenline Technologies Announcement for:

Business Development Executive Telco Sector - Ethiopia Based position.

- We are looking for a resilient, empathic business development executive to contribute to the growth of our company. Business development executives are responsible for finding and retaining clients, encouraging extant clients to purchase added products or features, and remaining abreast of changes in consumption. You will also be required to build capacity in staff through regular training and mentorship.
- To be successful as a business development executive, you should attend networking events with the intention of attracting and retaining clientele. Ultimately, an outstanding business development executive will keep a close eye on clients' feedback to ensure that our products and services always exceed expectations.

Business Development Executive Responsibilities:

- Create, develop, and execute a pro-active sales strategy for assigned accounts
- Day-to-day management of existing accounts
- Identify, develop and follow-up new business opportunities
- Lead demos and meetings with existing and prospective customers
- Monitor the activities of prospective clients and competitors
- Lead and coordinate proposal preparations with co-operation and support from other departments (pre-sales, R&D, implementation, support, etc.) to prepare on-time, high-quality offers
- Contract negotiations

Business Development Executive Requirements:

- Degree in IT Sales, business administration, or similar.
- 3—5 years sales experience from a reputable IT company.
- Excellent knowledge of Local and global telecommunications market
- Intuitive and insightful, particularly regarding human behavior.
- Ability to generate revenue by identifying pain points and suggesting suitable products or services.
- Professional yet affable disposition.
- Neat, well-groomed appearance.
- Great networking skills.

- Excellent written and verbal communication.
- Resourceful, with outstanding research skills.
- Emboldened by challenges.

About Greenline Technologies.

Since GreenLine Technologies was founded in USA in 2011, the company has grown to be amongst Africa's leading distributors of Wireless, Networking, Cybersecurity and Managed Services products. GreenLine has the experience and a proven track record of supplying powerful, flexible and scalable solutions to our client's communication requirements.

GreenLine's extensive experience and engineering resources make it possible for us to identify, design and implement the most effective and economical turnkey solutions based on a combination of the latest technologies.

Present of 4 continents, GreenLine is able to provide the highest level of pre-sale consulting and post-sale engineering support to our customers. GreenLine is proud of its outstanding portfolio of successful wireless and networking deployments across Sub-Saharan Africa, with highly trained sales and technical professionals. GreenLine Technologies Corporation is headquartered in Cleveland, OH, USA and has local offices and additional warehouse facilities in Dubai (UAE), Dar Es Salaam (Tanzania), Luanda (Angola), Cape Town (South Africa), Douala (Cameroon) and Libreville (Gabon).

GreenLine Technologies EU has Regional headquarters in London UK, Dubai, UAE and Cape Town, South Africa.

Our product offerings include best in class leading manufactures across all types of products in the industry: Cambium Networks, Mimosa, Siklu, Motorola Solutions, Mikrotik, CSG International, Cisco, ALGcom Antennas, Enatel Energy.

GreenLine technologies remains at the forefront of the global technology marketplace, bringing the latest products and services to the African market and finding new ways to offer value to our customers. GreenLine's reseller network has reached 1000 and serves over 30 markets in Africa.

**Your sincerely,
Alex Postelnicu
Managing Director**