

## CREATIVITY SOFTWARE LTD

[www.creativitysoftware.net](http://www.creativitysoftware.net)

### **Sales Manager – New Business & Account Management**

**Mobile & Internet Technologies  
Kingston upon Thames, Surrey**

#### **Company Overview**

Creativity Software Ltd specialises in Location Based Services (LBS). Our technology operates across mobile and internet technologies where knowledge of location is an integral part of an application's capability. Our expertise in the marketplace has already seen us deliver solutions to a range of Mobile Network Operators in Europe, Middle East, Africa and the Americas.

Location Based Services (LBS) opens up new markets for mobile network operators and service providers, content owners and developers, to provide the users of mobile devices with personalised services tailored to their current location. Creativity Software embraces this technology like no other and leads the way in its development.

The opportunities are endless. With a developing and innovative product suite, a growing client list, impressive order book and rapidly expanding team, this is an exciting time to join and make a genuine impact on the future success of the business.

#### **Summary**

Driving, building and taking full personal responsibility for new business opportunities with new clients globally

#### **Main Responsibility**

Identify and prioritise leads and opportunities in the marketplace and develop a clear plan on how you will approach and sell to the mobile operator community. You will account manage at least one major client and will be instrumental in the development of relationships with key stakeholders. You will also be expected to drive sales meetings with prospects and existing customers and close business.

#### **Experience required**

- Minimum 3 years' experience in sales and business development, preferably selling to or within the telecoms / LBS sector. Selling in international markets is a major plus.
- Experience of long cycle sales, with formal RFI/RFP processes
- Good project management skills.
- Strong technical understanding of mobile technology. Technical knowledge of LBS and mapping environments is a plus.
- Smart, bright and enthusiastic with a rolled-up sleeves mentality.
- A graduate with a 2.1, ideally in marketing or related subject.
- Pro-active, flexible and customer focused
- Target driven and results focused – with a track record of delivering against objectives and business development targets.

- Articulate with excellent presentation skills.
  - Able to influence at the highest level – internally and externally.
  - Able to deliver work on time to a consistently high standard.
  - Expertise in leveraging internal and external resources to affect synergy and collaborative results.
  - Language skills are highly desirable - especially Arabic and French.
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***For further information, please contact:***

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