

Permanant Position: Training Sales and Marketing Manager

Job Title:	Training Sales and Marketing Manager
Job Location:	Cork, Ireland with regular travel to the UK, Europe and the East Coast USA
Job Post Date:	1 May 2008
Salary:	€excellent base + sales commission + pension + mobile phone + share options
Commencement Date:	Immediately

COMPANY BACKGROUND

Xerenet is a high-tech, product-focused start-up specializing in leading edge positioning technology. Our solutions encompass both infrastructure and infrastructure-less systems, for mobile, nomadic and fixed applications, based upon our world class expertise in: Analog/RF IC Design; Low Power Digital IC Design; Digital Communications and Signal Processing; Embedded Software and Systems; and Efficient Networking and Protocol Design.

Xerenet also offer ASIC design services and industrial training for engineers. Our design services offer turnkey solutions from concept to silicon. Our highly experienced team of design engineers and system architects are experts in digital communications and signal processing, digital design, layout and verification technologies.

The Xerenet training division offers courses in low power digital design, Advanced Verilog, DSP, MATLAB for systems engineering, and UNIX for ASIC engineers.

JOB DESCRIPTION

Xerenet are seeking a sales and marketing manager for its industrial training business. The job will entail responsibility for the entire training organization. This will include market analysis, trainer development and sourcing, managing training course development and training course coordination. The position attracts an excellent base salary with a performance bonus based on agreed sales targets.

The role assumes responsibility for:

- developing the Xerenet training brand
- market entry into the UK and Europe
- developing sales leads from origination to closing
- educate customer base of developments in the training course range
- developing a web-based training system
- managing accounts and growing existing customer base
- communicating sales proposals, both in written and verbal format

JOB REQUIREMENTS


The candidate must:

- have excellent interpersonal skills
- have proven sales/marketing experience
- have super organizational skills
- work well in a team environment
- be innovative and ambitious
- have strong customer presentation skills
- have a background in IC design

In addition it would be highly beneficial if the candidate had:

- a background in training course sales and coordination

Please forward your CV to the address below and we will acknowledge receipt within one working week:

email:	recruitment@xerenet.com	
web:	http://www.xerenet.com	
post:	Xerenet, The Rubicon Centre, Bishopstown, Cork, Ireland	