



# BeBanjo and Arkena are recruiting a Sales Manager

## About us

### In A Nutshell

At [BeBanjo](#), we're changing the way TV and media companies work and collaborate. We build easy-to-use, powerful web applications to manage all operational aspects of video-on-demand services. Our customers are broadcasters, Hollywood studios and platform operators in Europe, the US and Australia. They include AMC Networks, BT TV, Channel 5 and Orange, to name a few. We believe we offer the best products in the world for companies running large VOD services.

We speak and write in English. Our developers code mainly in Ruby and JS. We use Git, Chef and AWS. We do TDD, Kanban and Continuous Delivery.

We are part of [Arkena](#), one of Europe's leading media services companies with 20 years of experience in the media industry. With a presence in eight European countries and the U.S., Arkena serves more than 1,500 customers, such as broadcasters, telecom operators, VOD platforms and content owners. We help them manage their linear and on-demand workflows with OTT, Content Management and playout services. .

### We Are Sustainable

BeBanjo is a growing and sustainable business. We value long-term relationships with staff and customers more than fluff. That means that we don't host parties at our offices every week, neither do we have a video games console or a gym.

### Work From Anywhere

If you feel like it, you can go to our offices in London or Madrid, or to the offices of our parent company in Paris or Los Angeles, but it is not required every day. We host get togethers from time to time, because it is difficult to have a beer over Google Hangout.

### A Great Environment

We're proud of the way we work and of the quality of what we build, but we're never completely satisfied!

### Full Trust In Each Person

We do not micro-manage people. We treat all staff like grown-ups and we trust each person to work when and from where they wish.

## About the role

We are recruiting a new Sales Manager to grow our customer base and revenues.

As Sales Manager, you will:

1. develop and maintain a sales plan:
  - 1.1. to address BeBanjo's market strategically, with input from the BeBanjo CEO;
  - 1.2. to address Arkena's OTT and Cloud for Media market, with input from Arkena EMEA Sales Director
2. pro-actively and systematically approach targets identified in the sales plan. For each target, you will strive to identify contacts and gather intelligence, in order to qualify the opportunity
3. respond to opportunistic sales leads (e.g., cold contacts, invitations to respond to RFIs...) and, again, strive to identify contacts and gather intelligence, in order to qualify the opportunity
4. for each qualified opportunity, drive the commercial conversation until a deal is signed. You will identify key stakeholders at the prospect's and demo BeBanjo products to them. You will be responsible for producing commercial proposals that demonstrate a deep understanding of the prospect's business needs and of BeBanjo products. To do so, you will work closely with BeBanjo's Technical Account Managers, who can provide pre-sales expertise. You must ensure that the solution sold can be effectively delivered by BeBanjo's project and operations teams
5. participate in contractual negotiations, with support from BeBanjo's legal counsels
6. prepare and attend trade shows and conferences (e.g., NAB, IBC) and marketing events
7. coordinate sales activities with BeBanjo's commercial partners and with BeBanjo's parent company Arkena
8. report on sales activities, against budgets and targets, using BeBanjo and group-wide tools (e.g., Salesforce) and processes

The role is based in London but requires regular worldwide travel.

## About you

We would love to work with you if...

- you have excellent customer-facing skills and you know how to build personable business relationships
- you have excellent written and spoken English skills. You are able to communicate clearly your arguments, as well as listen to others. You can empathise with prospects and look to understand their business needs
- you have a technological culture and experience of selling technology to enterprise customers. You can demonstrate that you have gained in-depth understanding of that technology, and of the business needs it addresses
- you understand broadcast and VOD. You know your editorial version from your exhibition window. You have a good understanding of the media value chain and you are able to highlight a clear value proposition
- you approach sales and business development in a rigorous and systematic fashion, not in a purely opportunistic and reactive fashion. You are great at "hunting" new customers. You are organised and you believe in processes that add value

- you are comfortable working in a truly international environment. You can handle prospects in multiple timezones, with different cultural expectations
- you care deeply about your work and about the success of the projects you work on. You are self-motivated, determined and autonomous. You are able to work with little supervision, and you know how to get things done
- you want to be part of building something beautiful and meaningful. You'd like to work with an international team of talented and considerate people

And it would be fantastic if you also had...

- great contacts at broadcasters, telcos, platform operators and film studios around the world
- experience of media services and platforms offering specially in OTT and media management
- experience of B2B Software-as-a-Service

A few years of experience are of course welcome, but we will consider junior applicants.

## Get in touch

Interested? Please email [jobs@bebanjo.com](mailto:jobs@bebanjo.com) with:

- CV, LinkedIn or similar
- blog, personal site or similar
- why you would like to work with us