



Aerospace Power Systems



AI & Data Science



Autonomous Vehicles Tech



Digital Transformation & CX



Power Electronics



5G Wireless & IoT

VP Sales North America 5G ORAN | Wireless | Remote USA

About the Client Organization

History & Culture

Global leader in mobile network technology, having contributed throughout the evolution with cutting edge technologies and expertise as a major supplier of network equipment with a long-term contribution to 3G/4G including standardization activities.

In 5G, significant contribution to commercial service and 5G field trials with mobile network operators and vertical players. Leading innovative best of breed radio units to accelerate 5G deployment by leading the initiative towards 5G OPEN RAN.

Product / Service Vision & Strategy

NextGen has been retained to conduct a search for a VP of Sales, North America, for our client, a global leader in wireless radio network access infrastructure serving mobile network operators worldwide. This new role will be responsible for sales development of a disruptive technology of open and virtualized RAN that reduces infrastructure costs by 30% or more, can be implemented at a much faster rate than traditional RAN with less maintenance costs.



Position Description

Opportunity at a Glance

Join the 5G wireless initiative with a disruptive RAN technology built on a foundation of virtual network elements, white-box hardware, and standardized interfaces. The ORAN ecosystem utilizes multi-vendor, interoperable, autonomous RAN to clearly define MNO requirements.

Operating as a startup environment, the VP of Sales will concentrate on building and closing multiple deals with Tier 1 MNOs for 5G RAN systems, focusing on radio units (5G open RAN) within 2021, with priority on the USA market. In addition, build and close deals with rural/regional based Tier 2 MNOs.

Leadership Value Proposition & Benefits

Opportunity to introduce and sell a disruptive technology of 5G ORAN to the US MNO Tier 1 market. A complete commitment from global leader in wireless backed by strategy and leadership in Japan with solid engineering teams in the UK, Japan, and India.

Ability to build out your own team as business grows and warrants. With successful market share and sales in North America, the VP of Sales will move into global sales. As such, experience living and working in Europe is a PLUS with knowledge of EU RSC and BEREC spectrum, regulatory bodies, and relationships with the Tier 1 mobile network operators in Europe. Knowledge in a European based language is a plus for moving into a global role in the future.

Extensive benefit program with very reasonable employee / family monthly contributions. Health Plans, Flexible Spending Accounts, Pharmacy prescription drugs; Dental, Vision, Life and AD&D insurance; Salary Continuation and Voluntary Long-Term Disability; 401k – match 50% of the participant's first 6% pre-tax contribution; Employee Assistance Program – no cost to you mental health and counseling services; Adoption Assistance Program.

PTO days – provides 15 PTO days and 2 floating days awarded at the first of the year; Sick days – up to 10 sick leave days; Holidays – 9 paid public holidays, Community Service Days – 2 paid days, Travel Assistance Program, Gym Discounts

Key Objectives & Responsibilities

Objectives to Achieve in this Role

Identify and qualify decision makers and qualify RAN competitive marketplace; seek ORAN opportunities that meet customer requirements and expectations in a disruptive technology. Develop a pipeline, and work directly with ORAN VRAN, DU, and CU system partners to guide MNOs to deploy 5G ORAN system and service projects with priority on RU sales opportunities.

Engage with 5G forums, conferences, industry experts, government representatives, media, and industry analysts to promote 5G ORAN value proposition. Provide market demand information and customer/competitor feedback to the product development team to enhance competitiveness and future proof product marketing strategy for 5G ORAN.

Primary Responsibilities

Acquisition of 5G RAN solution business deals with CSP's with priority in North America. Market development through stakeholders such as government, standardization bodies, analysts. High level relationship building with partner companies. Close multiple deals with Tier 1 CSP for 5G open RAN within 2021, with priority on North America. Develop a leader position within 5G open RAN market

Identify and qualify opportunities, develop a pipeline, and contract with CSP's for 5G open RAN system and service projects. Attend forums, conferences, engage with industry experts, government representatives, media, analysts to promote 5G open RAN value proposition.

Provide market demand information and customer/competitor feedback to the product development team to enhance competitiveness and futureproof product marketing strategy for 5G open RAN

Target Candidate Profile

This is a solutions-based sales leadership role so must have experience and accomplishments of \$MM sales into Tier 1 MNOs as the priority. In addition, develop channel sales and work with partners.

Candidates will need to prove the ability to identify key customer stakeholders and development of engagement plans, offer system integration type solutions based on 5G ORAN ecosystem of multiple components.

The ideal candidate will have solid executive level relationships with the Tier 1 MNOs. Candidates will be asked to document the depth of your contacts and relationships with C-levels, engineering group leadership, product marketing leadership - all within Tier 1 MNOs; we will also add Tier 2. In addition, document relationships in building channel sales / partners. Includes date of last contact, what the relationship entails, results of the relationship in terms of generating revenues and lost opportunities (and why lost)

The right candidate has developed both short-term and long-term sales and market development strategies proven by using financial modeling techniques you have developed over the years that provide accurate forecasting and higher profit margin in managing a P&L.

Requirements and Experience Desired

Requires a BSEE with MBA preferred with deep contacts and relationships with Tier 1 mobile network operators in USA, with senior engineering management and C-level decision makers for RAN technology". Deep experience with radio units (RU) and knowledgeable in NFV technology. Global experience is a plus as this role will evolve into a higher level global sales leadership role.

Must have a minimum of 15+ years in direct sales to Tier 1 mobile network operators within North America for Radio Access Network infrastructure including acquisition of 3G/4G/5G RAN solutions business deals and developing markets through various stakeholders (FCC / regulatory, 3GPP2 standardization bodies, and wireless industry analysts. Demonstrate skills of developing and nurturing high level relationships with partner companies and channel sales.



Interview Process

Interested candidates should apply online at nextgenexecsearch.com

Shortlisted candidates should expect three interviews with NextGen Lead Recruiter covering items such as skills, experience, KPI and/or MBO performance, insight into depth of industry relationships, financial modeling and P&L (as required for a specific role). The final interview will be a two-way recorded video interview.

In addition, depending on the role, you provide insight into your depth of industry contacts and relationships (no names needed) and for fiduciary role a Peer Credit Report.

You may be asked to complete an Executive Profile including short video introduction and submit to a comprehensive background check and reference checks be conducted in order to present you to the client for interviews.

All inquiries will be treated in confidence.

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