



*Appear TV provides video solutions that enable broadcasters and operators to deliver professional quality video and audio services for various user needs. Our equipment ensures that our customers can provide high quality services and at the same time manage the transition from one generation of services to another. The rapid adaptation of new technologies and changes in end-users viewing habits is an opportunity for Appear to capitalise on its large development efforts and innovative leadership. With a fast-growing product portfolio and customer base, we are looking to expand our sales team with an enthusiastic and dynamic Account Manager based in our Oslo office.*

## International Account Manager

We are seeking a highly talented individual to become part of our sales team to drive sales in designated territories and towards targeted customers. Our industry is relationship-based in a highly technical environment. The successful candidate should therefore have the ability to build and establish long-term relationships with partners and key accounts, combined with a technical understanding and interest.

Required Qualifications: MSc, MBA or BSc. Preference will be given to candidates with relevant professional experience or education. However, we may also consider highly talented individuals from other industries or backgrounds as there will be an introductory program.

### Responsibilities:

- Work with all internal resources to ensure consistent lead generation
- Drive sales of products, support and training into a portfolio of clients in an allocated geographic area
- Ensure that our full portfolio of products is effectively promoted
- Develop relationships with key customers and industry contacts to generate new business
- Make sure that all sales channels are utilized in the best possible manner in a designated territory
- Create and manage forecasts of future achievements
- Build an understanding of the market and act as a liaison between external and internal resources
- Deliver market intelligence to enable Appear TV to better position its products and services
- Establish and drive sales campaigns as well as marketing projects
- Successfully negotiate contracts

You have a positive attitude and want to work in an international environment. A key success factor is your ability to work closely with our development and marketing department to ensure effective use of resources to drive customer satisfaction. Good communication and presentation skills with the ability to influence/persuade are essential. Fluency in English is an absolute requirement, and additional languages would be beneficial. The job will require considerable international travel.

### We offer:

- A young, dynamic and exciting place to work with humor and energy
- State-of-the-art products and technology
- Inspiring customers and projects
- International work environment with worldwide customer base
- Competitive terms

Please send your resume and application clearly marked to [jobs.admin@appeartv.com](mailto:jobs.admin@appeartv.com). For further information, please contact Madeleine Bråthen Bjaaland (+47 24119020).

APPEAR TV is based in Oslo, Norway. The company produces world-class equipment that enables operators to deliver professional broadcast services to millions of users around the globe. We have equipment in operation in more than 100 countries across 5 continents. Our customers expect a high level of quality and expertise from their suppliers. We strive to be at the forefront of technological innovation, and we have a strong and clear commitment to deliver the very best of new broadcasting technologies.

[www.appeartv.com](http://www.appeartv.com)

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