



Popfax.com worldwide Country/Area managers **JOB DESCRIPTION**

Popfax.com is a fast developing Internet Fax service. We believe that hybrid models with strong externality effect (communication between developing High Speed Internet Access world and installed fax business) is a high value position to take. We have already proven to have a better cost structure and a better operational capability than any of our competitors.

We are a (The) leading player in Europe (service opened or under construction in 30 countries) and we have started to deploy worldwide.

In order to help our internal development we are recruiting Country or Area managers that can boost our penetration in each new territory. These persons are preferably natives that live locally.

The ideal profile to back us is a person that comes from the Telecommunication and Internet world with either a technical background and a wholesale negotiations experience or with a Sales and Marketing background and a deep experience into telecom wholesale and professional products sale.

The Country Managers benefit from all central (Paris and Kishinev) know how and support. He is in relation with all board members (GM, VP Business Development, VP Operations, CTO...). Depending on the development stage of the project in his Territory he can intervene in the set-up phase and then in the business development phase or only in this late phase.

His main tasks are the following:

- He relays the central team and adapts global marketing approaches to his territory specificity.
- He develops partnerships for indirect and co-branded sales (resellers, TELCOs Internet Fax solutions based upon Popfax.com technology)
- He organizes corporate sales (e.g. fax mailing industry, fax fleet for a sales force...)

Remuneration is directly linked to Business in the Territory and is a mixture of :

- a percentage of online sales
- a percentage of sales via local partnerships
- a (larger) percentage of direct local corporate sales (fax mailings, fax fleets for sales force...)

If you are interested, please post your resume to jobs@popesco.com with your contact details and describe your current "admin" situation (freelance, unemployed, commercial agent, employee in position...) as well as your financial expectations from this opportunity.