



August 18, 2011

PeerApp Ltd.
Echo Bridge Office Park
375 Elliot Street Suite 150K
Newton Upper Falls, MA 02464
United States of America

Job Description: Sales Director

PeerApp is looking for energetic, highly motivated and professional salespeople who are experienced in selling telecommunications equipment to carriers and service providers. We are looking for true hunters who love the thrill of getting the PO signed. We are a fast-growing and fast-paced company. You should be a self-starter able to work remotely and be on the road 60% to 80% of the time. You should be comfortable in a start-up environment where you are ultimately responsible for the success of your deals and you must be tenacious and insistent on getting what you need to get the deal done. There is no passing the buck at PeerApp!

You should have personal contacts with the CEOs, CTOs and CFOs of the major telecommunications service providers in the territory and be able to continue progressing opportunities currently in pipeline as well as develop new pipeline throughout the region. You should have at least five years' experience selling complex hardware and software solutions to telecommunications service providers for use in their core networks.

We will give preference to candidates with the following qualities:

- A proven track record of closing business
- Experience working for small start-ups
- Experience selling caching, DPI or CDN products

Currently, we are recruiting for the following territories. Candidates may reside anywhere within the territory.

- Russia and CIS
- North Asia (China, Hong Kong, Taiwan and Korea)
- Eastern Eurozone (everything east of and including Germany)
- Sub-Saharan Africa
- Southeast Asia

About PeerApp

PeerApp is the leading infrastructure provider of transparent Internet caching and content delivery platforms, enabling network operators to control rich media content, improve network efficiency, enhance subscribers' quality of experience, and offer new Internet content services. More than 175 operators in over 60 countries have deployed PeerApp systems. PeerApp was founded in 2004 and is headquartered in Newton, Massachusetts, USA. For more information, visit www.peerapp.com.

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