

MARLINK YACHTING - ACCOUNT MANAGER – UK

Marlink Ltd is looking to add a further member to our UK based Yachting team. Our business focuses on providing complete connectivity solutions to the Super Yacht industry and covers everything satellite and IT oriented, including antennas and complete IT networks.

Our clients operate around the world, venturing to some of the most remote locations, and rely on us to keep them online. They expect internet service and comprehensive support to ensure guests and crew remain connected, at all times.

The full-time position of Account Manager is focused on:

- Providing the highest level of service to existing accounts, developing a good understanding of their needs.
- Ensuring clients know and benefit from the range of managed services available.
- Administering contract renewals and ensuring clients are prepared for the coming season.
- Identify and leverage cross selling opportunities.
- Supporting general sales activity within the sales team.
- Maximizing the sale of Marlink group services.

The role will also include a variety of general sales activity as follows:

- Dealing with incoming enquiries.
- Generating sales proposals and contract renewal options.
- Developing internal systems to improve customer service and sales activity.
- Producing supporting documentation to cover product and service delivery, including logistics.
- Overseeing day to day satellite tracking service.
- Market sector research and intelligence gathering to identify sales leads.
- General marketing activities.

Required qualifications & attributes:

- Master's / Bachelor's degree or equivalent experience in a sales / account management role.
- Experience of working in a customer facing role.
- Excellent English written and verbal communication skills.
- An ambitious, articulate and hardworking team player willing to learn with a positive attitude.
- Good administration skills with an eye for accuracy and detail.
- Passport holder, eligible to work in the UK.

Beneficial attributes and experience, but not essential:

- Previous experience within a technical environment
- Previous experience within the Super Yacht or maritime industry
- Understanding of the Internet, IT networks and equipment

We offer comprehensive training on all company products and in key areas relating to the role. Excellent benefits package including company pension, healthcare and life cover upon successful completion of probation period.

Basic Salary: £

Start Date: ASAP

Place of Work: Chessington, Surrey, UK Office KT9 2NY

Are you interested? Please send your CV and Cover Letter to Matthew Roberts matthew.roberts@marlink.com If you would like to find out more information concerning this role, please contact Matthew Roberts matthew.roberts@marlink.com