

MARLINK YACHTING - SALES EXECUTIVE – 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 Sales Executive is focused on the promotion and sales of:

- VSAT and Mobile Satellite Services (MSS) and associated antenna hardware.
- On-board IT and networking solutions and associated Managed support services.
- Crew communications and entertainment services.

The role will include a variety of sales activity such as:

- 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.
- Market sector research and intelligence gathering to identify sales leads.
- European travel and further afield when necessary.
- Targeted cold calling from a list of qualified leads.
- Attending yacht and trade show events, for example, Monaco Yacht Show.

The focus will be on new sales activity, however you will also be expected to manage several your own accounts and general administration including supporting documentation, product and service delivery.

Required qualifications & attributes:

- Master's / Bachelor's degree or equivalent experience in a sales / account management role.
- Minimum 2 years B2C or B2B sales experience
- 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.
- A commitment to learn and a willingness to travel.
- Passport holder, eligible to work in the UK.
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Beneficial attributes and experience, but not essential:

- Previous sales 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