

## **MARLINK YACHTING - TECHNICAL SALES 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 Technical Sales Manager is focused on:

- The sale of more complex off vessel communications solutions, including larger VSAT antenna systems and managed IT networks.
- The submission of compliant tender responses.
- The deployment planning of complex solutions in the field, including detailed paperwork.
- Supporting other colleagues in the Sales team with the more technical elements of a proposal.
- Ensuring clients know and benefit from the range of managed services available.
- Managing a select group of key accounts.

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 technical field within 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 sales role.
- 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](mailto:matthew.roberts@marlink.com) If you would like to find out more information concerning this role, please contact Matthew Roberts [matthew.roberts@marlink.com](mailto:matthew.roberts@marlink.com)