

## JOB DESCRIPTION

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**POSITION:** Area Sales Manager Maritime Solutions for The Netherlands

**Department:** Marketing and Sales

**Reporting to:** Sales Manager Netherlands

**Location:** Region Netherlands

**Work ratio:** full time

**HR contact:** Monique Paap ([Monique.paap@marlink.com](mailto:Monique.paap@marlink.com))

Raminie Trosemito ([Raminie.Trosemito@Marlink.com](mailto:Raminie.Trosemito@Marlink.com))

**Deadline to apply** before September 30st, 2021

### General

Win new customers and develop install base customers on Marlink Maritime Solutions in the Netherlands. Solutions includes Mobile Satellite & VSAT, IT, OT, and Cyber Security. A hunter profile with commercial and IT skills, and able to utilize digitalization of maritime industry as key growth driver to develop and close opportunities. Cooperate and contribute with connectivity sales teams in customer projects and opportunities.

### Main Goals

In assigned sales territory win new customers, grow revenue for install base customers by upselling and cross selling to new services and solutions, and increase customer satisfaction by professional account management for customers within the territory.

### Responsibilities and Authorization

Opportunity owner of Mobile Satellite & VSAT, IT, OT, and Cyber Security opportunities within assigned sales territory, and responsible for creating, developing, and closing these opportunities. Increase customer satisfaction for install based customers.

### Main Tasks

- Proactively create new sales opportunities
- Close new Mobile Satellite & VSAT, IT, OT, and Cyber Security sales opportunities, and sign contracts with new customers
- High customer activity level by booking, attending and follow up customer meetings and events
- Maximize overall revenue and margin for install base customers, and increase customer satisfaction
- Follow Marlink sales process, update CRM tool with all opportunities, and report regularly status of these
- Participate at industry tradeshows, customer events, and conferences

### Main Knowledge

- Business development and solution sales
- Mobile Satellite & VSAT, IT, OT, and Cyber Security
- Digitalization



- Local market insight and knowledge
- Maritime industry

### **Main Attitude Competencies**

- Clear hunter profile
- Ability to build trust, confidence, and relationship with customer decision makers
- Self-motivated by winning new business
- Work independently, but be a team player

### **What we offer:**

- Marlink is a global Maritime IT and Satcom industry leader
- A company in continued growth, and in a changing market
- An interesting job in a developing, international, and hectic environment
- Competitive remunerations and pension plans
- External and internal training will be available
- Easily accessible workplaces in modern premises

***Company language is English. We have a flexible work situation. All applicants will be treated confidentially and in accordance with current rules and regulations.***

### **Location**

Local office in Rotterdam

### **Interested?**

Please send your cv and motivation letter in English by email to HR:

Monique Paap ([Monique.paap@marlink.com](mailto:Monique.paap@marlink.com)) or Raminie Trosemito ([Raminie.Trosemito@Marlink.com](mailto:Raminie.Trosemito@Marlink.com)) with reference Area Sales Manager Maritime for The Netherlands