



Sales Manager – US East Coast

Remote, work from home, US East Coast preferred

About the Marlink Group

In today's world, connecting our customers' businesses and assets in the most remote and challenging locations has never been more important.

As a true partner to our global customers, we provide smart network solutions that connect people and assets around the globe and in all markets where traditional connectivity cannot be achieved or is not available.

As an internationally active and well-known group with more than 1300 colleagues working in more than 30 locations, we help our customers in industries including Shipping, Energy, Humanitarian to run their business remotely in ever smarter, more profitable and sustainable ways.

Your Mission

As Sales Manager, you are responsible for meeting and exceeding assigned revenue and acquisition targets by

- Selling the entire portfolio of Marlink satellite communication and digital services to maritime industry clients, including ship owners and ship managers.
- Developing new business and accounts as well as retaining and upselling to existing customers.

The Sales Manager position reports to the Vice President of Sales, Americas (based in Houston, TX).

You must be eligible to live and work in the USA to apply.

Main Tasks

- Develop and execute sales plans to secure new customers and bundle/upsell additional services to existing customers.
- Communicate with and meet regularly with existing accounts and prospects. Anticipated travel is 50%.
- Maintain account information, sales status, and sales opportunities in the Marlink CRM system.
- Work closely with other staff and departments in the Marlink organization to support sales objectives

and to ensure customers receive excellent customer service.

- Assist in the technical preparation of quotations and offers
- Provide market & customer information to the Marlink organization to support further development of the Marlink Product Portfolio.

Qualifications & Professional skills

- Bachelor or master's degree preferred, or an equivalent combination of education, training, and experience.
- Successful track record in B2B Satellite Communication and digital solution sales in the maritime industry.
- Good knowledge of satellite, network/IP technologies, IT/telecommunication.
- Strong written and verbal communication skills with a good command of written and spoken English.
- In possession of valid passport and driver's license.
- Preferably living on the US East Coast (NY tri-state area or South Florida).



Attitude & Interpersonal skills

- Structured approach to customer analysis, sales planning, and strategic selling.
- Takes ownership of the sales plan but engages colleagues in the sales process as required.
- High level of commitment, energy, and enthusiasm to work with customers and internal departments.
- Actively shares information and knowledge within the organization.
- Can effectively engage with colleagues from different business cultures in different time zones.
- Excellent communication skills and ability to listen to and understand customer needs.
- Acts with a sense of urgency needed to support a 24/7 global customer base.

We offer

- Flexible hybrid work situation with home office option.
- Marlink Training Academy for professional and personal development.
- International mobility.
- Equal opportunities employer.
- Cultural diversity.
- Attractive working environment in an international telecommunication company.

Our Commitment

WE SUPPORT



Our Corporate Social Responsibility approach is part of the Marlink DNA to develop our business and people operate responsibly. Marlink has incorporated and respects the Ten Principles of the [UN Global Compact](#) into our strategies to establish a culture of integrity, value, trust and innovation.

The Marlink Group is a transnational organization and considers cultural diversity as one of its greatest strengths. Additionally, we support diversity in race, gender, religion, national origin, political opinion, sexual orientation, social origins, age and physical or mental character.

Interested?

Please send your motivation letter & resume to HR.Inc@marlink.com with reference **Sales Manager US East Coast**