



INSIDE SALES COORDINATOR Houston – TX, USA

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 Inside Sales Coordinator you will support the Americas maritime sales team to achieve revenue/acquisition targets and maintain high levels of customer satisfaction.

You will do this by:

- Qualifying and routing new opportunities to the appropriate Key Account Manager
- Looking for opportunities to upsell existing customers on new Connectivity and Value-Added solutions.
- Acting as a customer ambassador within the Marlink organization.

The Inside Sales Coordinator reports to the Vice President of Sales, Americas. You must be eligible to live and work in the USA to apply.

Main Tasks

- In conjunction with our Key Account Managers, prepare and compile sales proposal documents.

- Support the Vice President of Sales with sales analysis, reporting and budgeting for the region.
- Facilitate customer requests to the appropriate departments for execution.
- Primary point of contact for channel partners and a secondary point of contact for customers in the absence of the Key Account Manager.
- Follow up on sales enquiries from customers.
- Assist customers with the contract registration processes and manage the customer onboarding process.

Qualifications & Professional Skills

- Good knowledge of satellite, network/IP technologies, IT/telecommunication.
- Successful track record in a maritime inside sales environment.
- Strong written and verbal communication skills with a good command of written and spoken English. Fluency in Spanish is highly desirable.
- Comfortable with Microsoft™ business applications such as PowerPoint, Word, Excel, Dynamics CRM.

Attitude & Interpersonal Skills

- Structured approach to customer analysis.
- High level of commitment, energy, and enthusiasm to work with customers and internal departments.
- Comfortable taking the initiative and working under minimal supervision.
- 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.
- 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 organisation 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 **Inside Sales Coordinator**