



Presales Manager, Digital – Americas

Houston, TX

About the Marlink Group

Marlink is the worldwide leader in communications for remote sites in the maritime, energy and government / humanitarian sectors.

Marlink's Digital Business Unit develops, promotes, and sells our digital portfolio including cybersecurity, IT and IoT solutions.

To accelerate the strong growth of our digital services, Marlink is hiring customer-facing experts. They contribute to the development of Marlink's digital solutions and services by bringing market and technology insights to the product teams.

Your Mission

As Presales Manager, you are:

- Part of a regional sales team, supporting our ambitious growth plans.
- Responsible for identifying customers' pains & needs, then design and integrate Marlink's digital solutions & products into the client's existing business environment.
- Supporting Marlink's ambition to become a digital trusted partner of our customers by engaging personally with customers and mobilizing all relevant resources, including partners
- Communicating our digital vision by developing and delivering product demonstrations, workshops, white papers, and proposals.

The Presales Manager reports organizationally to the Vice President of Sales, Americas (based in Houston, TX) and functionally to the Vice President Presales, Digital (based in Norway).

Main Tasks

- In conjunction with the sales team, develop and execute the digital sales strategy for target accounts.
- Execute proof of concepts designed to prove out both the technology and the value offered by Digital BU.
- Drive the customers' solution internally through other departments, i.e., Engineering and Products, as well as through external vendors when needed, including coordination with Sales and Pricing teams.
- Drive technical preparation of quotations and offers (design, architecture, proposal writing, customer presentation)
- Provide market & customer information to the Marlink organization to support further development of the Marlink Product Portfolio.
- Travel within the Americas region and overseas for customer facing and internal meetings.



Attitude & Interpersonal skills

- Both technical and sales-driven, able to cater both technical and commercial needs of the client.
- Excellent communication and pedagogical skills with ability to listen to and understand customer needs.
- A doer as well as a thinker, both strategic and operational.
- Good organizational skills.
- Comfortable working with large enterprises with multiple decision-makers.
- High level of commitment, energy, and enthusiasm to work with customers and internal departments.
- Self-motivated, comfortable working autonomously.
- Actively shares information and knowledge within the organization.
- Can effectively engage with colleagues from different business cultures in different time zones.

Qualifications & Professional skills

- Master of Science / Engineering preferred, or an equivalent combination of education, training, and experience.
- Strong credibility and superior technical expertise in cyber security-related technologies – 8+ years of experience, demonstrated success in a customer facing Presales role.

- Proven long years of experience in designing blueprint advanced solutions, and managed services.
- Ability to grasp technical situations and build overall technical approach.
- Experience in both managed and professional services.
- Knowledge of a sector where Marlink operates (Maritime, Energy, Humanitarian or Government) is a plus.
- Strong written and verbal communication skills with a good command of written and spoken English and Spanish.
- In possession of a valid passport and driver's license.
- Living in the Houston, TX area. You must be eligible to live and work in the USA to apply.

We offer

- Attractive working environment in an international telecommunication company.
- Participate to the success story of a market leader, eager to further shape and consolidate the market.
- An opportunity to gain expertise in the sectors where Marlink operates.
- Flexible hybrid work situation with home office option.
- Marlink Training Academy for professional and personal development.
- International mobility.

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 **Presales Manager Americas**