



Sales 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.

One of Marlink's key objectives is to establish ourselves as a trusted digital partner of the maritime and energy markets by 2025. Our Digital Business Unit was established in 2021, to develop and promote our digital portfolio including cybersecurity, IT and IoT solutions.

Within the Digital Business Unit, a global team of digital sales managers is responsible for signing profitable deals with customers. They work hand in hand with account managers in the two sectorial Business Units (Maritime and Energy/Enterprise/Government). They take a consultative approach, leveraging Marlink's digital portfolio and capabilities. They belong to the Digital Sales Team managed by the Vice President of Sales, Digital.

Your Mission

As Digital Sales Manager, you:

- Own sales of digital solutions for the Americas market and (over) achieve semester sales targets.
- Lead Marlink's ambition to become a digital trusted partner of our customers within the Americas maritime and energy sectors.
- Strategize the digital sales approach to accounts together with the key account managers.
- Open new accounts for Marlink in the region by leveraging the market's digital needs.
- Drive the selling cycle by working closely with the global digital team on addressing customer requirements.

Main Tasks

- In conjunction with the sales team, develop and execute the digital sales strategy for target accounts.
- Travel within the Americas region (North & South America) for customer facing meetings.
- Prepare and deliver proposals for our standard digital portfolio products.
- For customized digital products, 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.
- Provide market & customer information to the Marlink organization to support further development of the Marlink Product Portfolio.



Attitude & Interpersonal skills

- “Hunter” mindset and winning mentality.
- Entrepreneurial attitude, eager to scale up the digital business in the region.
- Both technical and sales-driven, able to cater for both the technical and commercial needs of the client.
- Excellent communication and pedagogical skills with ability to listen to and understand customer needs.
- Self-motivated, comfortable working autonomously.
- Actively shares information and knowledge within the organization.
- Can effectively engage with clients & colleagues from different business cultures in different time zones.

Qualifications & Professional skills

- Proven experience selling cybersecurity, network and cloud services, ideally working for a managed service provider or systems integrator.
- Preferably worked in a prior role in product management or solution architecture.
- Technical knowledge of IT, Cybersecurity and/or IoT
- Experience in selling solutions as well as both managed and professional services.

- Consultative selling approach with proven experience in liaising with c-level and decision makers.
- An Engineering educational background is preferred, MBA is a plus.
- Technical certification is a plus: i.e CISSP, CISM, CCNA etc.
- 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. Flexibility to travel within the region.
- Living in the Houston, TX area. You must be eligible to live and work in the USA to apply.

We Offer

- Participate in 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 **Sales Manager, Digital - Americas**