

Key Account Manager - Maritime

Hamburg, Germany

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 a Key Account Manager you will be responsible for selling all Marlink products and services (mobile satellite & VSAT solutions) in your defined region. Customer satisfaction and a sustainable customer approach are your highest motivation to expand our current customer base in the region.
The Key Account Manager position reports to the Sales Director Europe East Direct.

Main Tasks

- Prospect, sell and close sales in the region
- Maintain a good relationship with existing clients and adequately define their specific needs to maintain and grow them
- Pre-qualify and follow-up on leads
- Assist in the technical preparation of quotations and offers
- Prepare link budgets analysis, equipment determination, initial system design and dimensioning
- Advise customers and prospect on solutions that best fit their needs (network, product mix,…)
- Provide market information to the Marlink organization
- Support further development of the Marlink Product Portfolio, based on customer's feedback
- Regular travel in the region and within Europe

Qualifications & Professional skills

- University degree in Sales/Marketing/IT/ Telecommunications/Business Administration or equivalent
- Proven track record in B2B sales
- Experience with either IT/Telecommunications/Satellite/Maritime Industry an asset
- Practical experience with network configuration an asset
- Work experience in an international group
- Exceptional customer service skills
- Excellent communication & listening skills
- Ability to build a relationship of trust with key clients
- Fluent in English a must, other languages an asset
- Preferably living in Northern Germany

Attitude & Interpersonal skills

- Strong interest in selling technically advanced telecommunication solutions
- Good negotiation skills at all levels of an organization
- Well organized and able to prioritize
- Focused on goals and objectives
- Ability to easily grasp strengths, potential and limitations of different satellite systems
- IT/IP Network Competence an asset

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
- Employee social events

Our Commitment

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 & CV
to **HR@marlink.com**
with reference **KAM Germany**