

EVENTS - SALES MANAGER
France, Choisy le Roi

At **Marlink**, we design, build and manage smart network solutions around our customers needs. We provide trusted global coverage, through our intelligent hybrid network combining satellite communications, terrestrial technologies and digital solutions.
Marlink is a trusted partner in fully managed smart network solutions. We help our customers run their remote operations in even smarter, more profitable, and sustainable ways to give them the competitive edge.

Marlink is an international company, having 1300 employees in our 30 offices around the world, serving our customers from various verticals such as Merchant shipping, Yachting, Energy, Humanitarian, Governmental institutions and International Sport & Cultural Events organizers.

Within the Energy, Enterprise & Government Business unit, and to support our business towards Events organizers and Media companies, the Events sales unit is recruiting a **Sales Manager**. Reporting to the VP Sales, the applicant has the responsibility to maintain and grow the business done with the portfolio of customers he/she has responsibility for, mostly focusing on direct sales to Events participants and stakeholders (B2C) & Media customers. This includes as part of the role, the proper follow-up of necessary processes in place and needed for the delivery of sales, end to end. This role is based in Choisy-Le-Roi (FR-94) and involve international travels for the events.

Your Mission

- Manage relationship with Events participants and maximize our B2C revenue.
- Grow sales towards our Media customers.
- Support the Events B2B sales.
- Supervise Events organization to ensure they are run OTOQOC.
- Ensure long term process maintenance, amelioration & application.

Main Tasks

- B2C sales support & E-shop animation.
- Manage & grow French broadcasters accounts.
- Daily rally events tasks (advice, order processing, order monitoring, admin checks preparation)
- Events planning and coordination.
- Debriefing organization, formalization & communication.
- Process definition.
- Management of an intern.

Qualifications & Professional skills

- Education: Master's degree in Events Management (law, economics, management..)
- Minimum 3 years experience in Sales and/or in the Sport events market.
- Experience in website/e-shop management
- Knowledge of the Rally-Raid
- Languages: Fluent in French & English
- Another language is a +

Attitude & Interpersonal skills

- Autonomy, reliability, responsibility.
- Commercial acumen & Communication skills.
- Rigourous, Open & Flexible.
- Commited and loyal.

Our Commitment

In addition to implementing the ten principles of the UN Global Compact, we have also signed and committed to follow the principles of the Women's Empowerment Principles (WEPS). We believe that promoting gender equality in the workplace is an important part of our corporate social responsibility and a key to sustainable economic growth. We actively work to ensure equal opportunities in all aspects of our business, including recruitment, training and development, as well as leadership and career opportunities. Through our approach to ESG and WEPS, Marlink takes responsibility for promoting a fair and inclusive workplace and society.

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

Interested?

Please send your motivation letter & CV
to hr.france@marlink.com
with reference “Events -Sales Manager”

WE SUPPORT
UN GLOBAL COMPACT

In support of
WOMEN'S EMPOWERMENT PRINCIPLES
Established by UN Women and the UN Global Compact Office