

### **Sales Director for Maritime VSAT Services**

Organization Name: GE - Satcom  
Title of Immediate Supervisor: VP Sales  
Department Name: Sales  
Location: Backnang, Germany  
Date: 25 March 2010

### **General Description of the Position**

Sales activities for maritime satellite services worldwide

### **Main Duties**

- Responsibility for sales and margin objectives of the company in the global maritime market environment
- Deliver new sales leads in maritime industry
- Manage and service existing maritime accounts
- Prepare commercial proposals and draft customer contracts for the company internal approval process
- Prepare accurate and detailed sales forecasts
- Follow up on timely payments of the customer base
- Lead sales and project team activities for individual customer projects
- Develop new maritime markets and define new services and strategies for the company
- Gather information related to competitors positioning and overall demand developments in the market
- Ensure sales compliance with company policies
- Present the company and its service portfolio to customers and a wider audience (exhibitions, conferences, etc.)

### **Education Requirements / Experiences**

- Experience with maritime customers and their requirements
- At least 3 to 4 years work experience in a sales function in the satellite and/or telecommunications industries, specifically the maritime area
- A proven track record of defining, negotiating and managing contracts also for larger deals
- Fluency in English; other languages than English are an asset
- Good communication capabilities
- Excellent computer skills in MS Office package
- Strong self motivational skills

Please use the website <http://www.ge.com/careers> for your application indicating the **Job Number 1163426**.