



Satellite Sales Engineer

OmniGlobe EMEA is a leading supplier of satellite broadcast and telecom systems to customers in Europe, the Middle-East and Africa.

The Sales Engineer will be responsible for supporting Business Development/Sales opportunities for OmniGlobe EMEA and will be based in Frimley, Surrey, UK. The Sales Engineer will create technical solutions for products such as customer specific VSAT, satellite earth stations, FlyAway, DSNG products and VSAT networks. The successful candidate will

- Translate user requirements into a win strategy.
- Support the development and implementation of strategy plans in line with corporate objectives.
- Participate in proposal development efforts as required, including writing, drawing, researching,
- Participate in contract acceptance meetings to hand over the technical solution to production, and thereafter participate in production review meetings
- Provide support for the development of standard proposals and marketing material, and pricing tools and help maintain document/tool database.

The Sales Engineer will be the primary technical resource for the sales force team. For further specialist advice, he may refer to the technical director. The Sales Engineer will be responsible for actively driving and managing the technology evaluation stage of the sales process, working in conjunction with the sales team as the key technical advisor and product advocate for our products. The Sales Engineer must be able to articulate technology and product positioning to the OmniGlobe customers. The successful candidate must also be able to identify all technical issues of assigned accounts to assure complete customer satisfaction through all stages of the sales process.

Responsibilities

- Development and delivery of product demonstrations;
- Assessment of customers requirements and illustration of cost/ benefits;
- Technical discussions with customers and suppliers;
- Delivery of technical responses to RFIs/RFPs;
- Convey customer requirements to Product Management teams;
- Writing technical purchasing specifications to suppliers;
- Travel throughout sales territory as required.



Qualifications

The ideal candidate must

- Be self-motivated with a proven track record in satellite system sales support function and knowledge of satellite broadcast and telecom technology,
- Be comfortable in an atmosphere where there are multiple on-going open enquiries with deadlines to meet,
- possess strong presentation skills and be able to communicate professionally in written responses to emails, RFPs, and reports,
- Be organized and analytical, able to eliminate technical sales obstacles through creative and adaptive approaches,
- Have 3-5+ years relevant experience in B2B sales,
- Have effective communication and persuasion skills, both verbal and written with internal and external parties,
- Have knowledge of satellite link budget calculation, broadcast technologies such as MPEG2 and MPEG4, DVB-S2,
- Project management skills,
- Computer literate: WORD, EXCEL, POWERPOINT, ...
- Languages: Fluency in English and an interest near fascination with the EMEA cultural diversity,
- Ability to respect and support/work with all other departments with minimal assistance with priority setting,
- Readiness to travel.

In addition, a candidate with the following skills and experience would be at an advantage:

- Experience and familiarity of our products and line of business,
- Notions of IP-technology and RF-technology,
- Bachelor or Master degree Electronics or telecommunications engineering or a related field,
- Further computer literacy skills MS PROJECT, AUTOCAD,...
- Languages: Fluency in French and/or Arabic.

Contact: Janine Young, Human Resource

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