



Sales Manager, Business Development

New Revenue Opportunities

Location: Vancouver Region, British Columbia.

Start: ASAP

OmniGlobe Networks (www.omniglobenet.com) is a leading provider of broadband internet satellite-wireless systems delivering to Canadian and global remote rural municipalities. We have networks and operations in North America, Europe, Africa and the Middle East. Our head office is in Montreal, Quebec. As part of our expansion in Canada, we are developing a West Coast sales and customer support office.

We are seeking a Sales Manager to drive sales opportunities in the Canadian region, working out of our B.C. office. The successful candidate will reporting to the V.P. Business Development, work with proposal managers, engineers, and inside sales team-members to drive sales opportunities. The candidate will be dealing directly with local government representatives, community leaders, and entrepreneurs in developing sales success.

Responsibilities

- Develop proposals and contracts for existing accounts.
- Qualify new leads and develop sales proposals for assigned region in the west coast Canadian, northern Canada and Alaska market
- Using sound business judgment, convert opportunities into closed contracts
- Working with customer support team ensure high customer satisfaction for all managed accounts

Qualifications

The ideal candidate is someone who is a self-starter, has worked in the telecommunications industry, and has demonstrated success in a sales or marketing role. Typically, this is a Sales Engineer or Business graduate direct experience with Internet, wireless or satellite communications with an interest in combining their technical background into a business development role.

- University educated in Computer Science, Engineering, or Business with an emphasis on Telecom service or Broadband Internet access solutions
- At least 5-10 years of relevant technical or sales experience
- Self-motivated with excellent written and verbal communication skills, English
- Strong knowledge of Microsoft Office, with ability to develop business case analyses and sales proposals
- Teamwork oriented and thrives in an early stage environment
- A traceable record of successfully selling technology or software solutions
- Highly customer-focused, dealing with First Nations, local provincial and municipal governments, and technology-savvy entrepreneurs
- Willingness to travel throughout Canada and participate at Marketing events

CONTACT DETAILS:

Interested parties may forward their resumes, in strictest confidence, to:

Elsa Lebey

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