



Business Sales Analyst

Location: Montreal, QC.

Start: ASAP

OmniGlobe Networks (www.omniglobe.com) is a global telecommunications company that provides affordable and reliable Internet, cellular and satellite services in the regions of the world where the terrestrial infrastructures are either unavailable, unreliable, or simply too expensive. In Canada, OmniGlobe is now dominant in the remote and rural markets. We have installed our solutions across Canada in British Columbia, Alberta, NWT, Ontario, Quebec, Nova Scotia and Nunavut communities. In the Europe, Middle East and Africa (EMEA) region, we have won several major contracts with international operators and are well positioned to become the sole supplier of satellite communications equipment and solutions to a number of governments around the world.

Responsibilities

- Organize and coordinate proposals and responses to Request for Proposals (RFPs) Invitation to Tenders, for telecommunications opportunities.
- Identify target markets and potential sales leads via MERX, SAO and other web-based lead generating sites.
- Prepare information about target markets for use by the Business Development team
- Assist with the identifying and responding to sales leads.
- Assist with the development of market strategy based on competitive analysis.
- Write and produce communications materials for a wide range of stakeholders ranging from media, customers, municipalities and partner groups.
- Attend public meetings and community-lead events as required.
- Develop excellent relationships with local community leaders and partner groups.
- Assist with the translation of existing sales proposals, marketing collateral and web-site information into French.

Qualifications

The ideal candidate is someone who is an excellent recent graduate degree in marketing, communications, business or engineering with some inside sales experience. Knowledge of networking and wireless satellite systems is an advantage.

General requirements:

- Excellent verbal and presentation communication skills
- Able to work in a team environment
- Technical writing skills for documentation
- Excel skills for managing cost and pricing details
- Autonomy
- Willingness to perform various tasks related to company operations
- Fully bilingual in French and English

CONTACT DETAILS:

We encourage that interested parties forward their resumes, in the strictest confidence, to:

Ms Claire Emptage



H.R.Manager
email: cemptage@omniglobe.com