



Sales Executive-Mobility (Sat-Phone Business)

Ottawa.

Founded in late 2004 and headquartered in Montreal, QC, OmniGlobe Networks is a global telecommunications company that delivers reliable and affordable broadband, cellular and satellite communications products and services to geographic regions around the world where conventional telecommunications are unavailable, unreliable or too expensive. Today, OmniGlobe's diverse customer base ranges from domestic consumers, aboriginal communities, oil and gas, mining and forestry companies to government agencies and private institutions worldwide. It employs nearly 80 employees worldwide and sells its services in over 75 countries. According to the highly respected Branham List, published in the Globe and Mail, OmniGlobe was the fastest growing technology company in Canada in 2008. For more information, please visit: www.omniglobe.com.

We are seeking a Mobility (Sat Phone Business) Sales Executive to support all OmiGlobe mobility SatPhone business with the Federal Government & dealer channels across the country. This role offers the potential to generate significant revenues for OmniGlobe Networks and this position is key to ensure that our business growth objectives are met.

Reporting to the Director of Sales and Marketing, the candidate will be responsible for maintaining and growing the Iridium and sat phone business to their full potential. The ideal candidate should have 4-6 years technology sales experience at the enterprise/government level and/or channel sales experience.

Key tasks & responsibilities

- Develop sales leads and acquire new customers.
- Develop sales proposals and bid responses.
- Using sound business judgment, convert opportunities into closed contracts
- Direct contact with all Federal departments who are present or potential satellite users
- Specifically target DND
- Liaise and work with ITSB Account Managers to assist in growing their accounts
- Liaise with Stratos on potential government business
- Plan with ITSB to conduct a marketing blitz to the Federal government to inform them of available contracts for satellite services
- Series of seminars to brief CIOs on OGN capabilities
- Letters to department heads/procurement managers on services and pricing



- Expand territory into DND – OGN (Europe) products and services
- Manage dealer channel across the country
- Liaise through OGN Regional Sales Managers to assist in growing their accounts
- Liaise with Finance for all product pricing and competitive pricing issues
- Creatively develop marketing campaigns to stimulate sales.
- Provide results of actual versus growth targets, and provide guidance for the customer service and technical operations teams to assist in meeting corporate growth targets

Qualifications

- Engineering or business degree
- Business acumen
- Excellent written, verbal and presentation skills
- Teamwork-oriented.
- Understanding of one or more relevant technologies: telecom, cellular, satellite
- Experience with telecom operators would be a strong asset
- Willingness to travel (mostly within Canada) for business purposes

CONTACT DETAILS:

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

Ms Claire Emptage

HR Manager

Email: cemptage@omniglobe.com

Web: www.omniglobe.com