

Senior Sales Account Manager



COMPANY: e2E SERVICES LTD.

JOB REF: RES.051

TYPE OF ROLE: PERMANENT

LOCATION: UK



Our Company

We have been at the forefront of innovation in the satellite communications industry for two decades, offering to all its stakeholders unrivalled expertise to design, develop and operate state-of-the-art solutions and systems, world-wide. Our portfolio of services and technology know-how covers the entire spectrum of any satellite communication project, from market opportunity sizing and end-user requirements down to ground network development and operations. To both commercial and defence related domains, we also offer unique modular and agile technology to enable a more user-friendly and accessible use of satellite communication resources.

Innovation and ingenuity are the guiding principles of anything we do for our customers. Working with e2E requires a high level of dedication and personal motivation, commitment and a drive to continually seek to improve things but the results our Group has consistently achieved over the years, at personal and team levels, are outstanding and make e2E a great place to work.



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Job Description

We are now hiring a Senior Sales Account Manager, reporting to the Head of the Satcom Commercial Division, who can take full responsibility and accountability of a substantial part of our five-years business plan revenues.

The Senior Sales Accounts Manager will have long-term experience in managing space and satcom UK and global accounts and will possess an outstanding and proven track record of sales growth in the established and new generation of satellite telecom sectors, with target geographies ranging from the UK to other EU countries. He/she shall also be fully conversant with existing and future end-user's application domains. Deadline focused and sound in judgement, the Senior Sales Accounts Manager will have exceptional interpersonal skills, as well as the ability to negotiate and influence the prospect taking fast decisions. In managing his/her key accounts the Senior Sales Accounts Manager will be expected to engage and heavily invest in his/her own business development portfolio, identifying new opportunities and generating effective and tangible leads and sales in a limited amount of time.

Key Responsibilities

The Senior Sales Account Manager is expected to carry out the following tasks and take full responsibility of:

- creating and developing a growing portfolio of national and global clients in the commercial space and satcom technology and applications sectors
- harvesting business intelligence and sharing it amongst the sales and marketing organisation
- implementing commercially viable solutions that integrate e2E portfolio of engineering capabilities
- exploring existing account information for new opportunities
- developing proposals and managing a highly cost-effective sales cycle
- managing reporting of activities and pipeline/key account sales revenue forecasts with appropriate risk analysis to mitigate potential pipeline misalignment with the given sales targets
- preparing professional sales quotations/proposals with customer engagement to deliver winning outcomes
- owning and managing weekly, monthly, quarterly reporting processes – as relevant and applicable - such as pipeline management, to the Head of Satellite Commercial Division, as



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deemed appropriate, creating robust dashboards that measure and track his/her KPIs and sales metrics

Skills, Character and Experience

- Ideally 10 plus years of experience in the sale of engineering and consultancy services to the UK and European space and satellite telecom ecosystems, ideally matured in incumbent satellite network operators and end-user terminal technology vendors
- A proven track record of delivery of sales and bids processes (£10-15 m+ in total across his/her career and at least £2 m/year over the last three years) with regards to complex capture with large accounts and New Space players
- Commercial awareness and numeracy to analyse reports and understand margins and economics
- Extremely organised with an ability to juggle working on multiple different projects at once
- Analytical mindset and detail oriented
- A clear ability to prioritise workload and meet targets set by others
- A talent to work cross-functionally and influence decision making with senior-level audiences, both internally and at customer levels
- Takes personal responsibility to meet commitments
- An exceptional team player and good communicator
- A university degree or equivalent and thorough knowledge of the emerging generation of New Space platforms and technologies (e.g. QDK, optical comms, cubesat, software defined satellites, etc.)
- Proven sales of engineering and consultancy solutions into Telecommunication providers (carriers) within the UK or Europe will be considered as a plus

Salary Package includes:

- Attractive compensation package dependent on skills/experience.
- OTE bonus
- Private Company expensed medical insurance with dental and optical cover
- Private pension with 6% Company contribution
- Sickness and Life Cover Insurances
- 25 days annual leave plus public/bank holidays



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- Business tools including Company laptop and mobile phone
- Wellbeing programme
- Flexible/hybrid working

e2E Group is committed to achieving workforce diversity and welcome all applications irrespective of social and cultural background, age gender, disability, sexual orientation or religious belief.

