



Regional Sales Director - Latin America & Caribbean

Employment Type:	Full-Time Regular
Required Experience:	15 overall
Required Education:	B.S. Electrical Engineering/Electronic Engineering
Department Name:	Latin America & Caribbean Sales
Reporting to:	VP Latin America & Caribbean Sales
Working Location:	DC area preferred, will consider other main hubs or in-country
Travel Required:	Yes, 20%
Re-location provided:	No

Position Summary

The client engineer is responsible for all the pre-sales technical activities of 03b Networks. Including and non-limited to proposals and internal inventory reservation.

Summary of essential job functions

In close collaboration with sales:

- Collect customer requirements and propose technical solution
- Provide link budget analysis and transmission plans
- Issue technical elements of sales proposal
- Book internal resources to effectively deliver solution to customer. Issue parameters of operations for customers
- Assume full responsibility of the customer relationship technical aspects. Contribute to solve issues and to pro-actively propose solutions and/or actions for operations improvement
- Work closely with VSAT system vendors to have best understanding of resources needed on 03b's satellites
- Maintain up-to-date knowledge on satellite systems
- Support multiple sales activities on a per region basis. Full understanding of sales process in high technology environment
- Ability to make public presentation and to provide customer training as needed

Minimum requirements

- BS/Engineering degrees in Electronics, Telecommunications, Transmission
 - Pre-sales experience in satellite operators, satellites capacity wholesaler or satellite equipment manufacturer
 - Bilingual in Spanish and English, Portuguese a plus
 - Ability and willingness to travel internationally (20%)
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Disclaimer

The above statements are intended to describe the general nature and level of work being performed by people assigned to this classification. They are not to be construed as an exhaustive list of all responsibilities, duties, and skills required of personnel so classified. All personnel may be required to perform duties outside of their normal responsibilities from time to time, as needed.

For further details contact us at careers@03bnetworks.com