



Regional Sales Director – Latin America & Caribbean

Employment Type:	Full-Time Regular
Required Experience:	15 years overall, min 5 Years in satellite
Required Education:	Bachelors Degree
Department Name:	Latin America & Caribbean Sales
Reporting to:	VP Latin America & Caribbean Sales
Working Location:	In country Andean Region or Southern Cone, will consider other main hubs like Miami, FL.
Travel Required:	Yes, frequently
Re-location provided:	No

Company Description

O3b Networks will offer a variety of Tier 1 and 2 satellite communications services to Telecom Operators, Satellite Operators, Cable Operators, Internet Service Providers, Wimax and Mobile operators within its global footprint, primarily servicing emerging nations. The company has offices in Jersey, Channel Islands; Denver, Colorado; and, most recently, Dubai, UAE. For further information, please visit www.o3bnetworks.com

Responsibilities

The Regional Sales Director is responsible for identifying, developing and managing new business opportunities for a start-up, well funded satellite constellation operator focusing on Telecom, Cellular Operators, ISPs, Satellite and Government entities. This person must bring a start-up, entrepreneurial spirit to the company. Possessing a unique blend of technical skills and sales experience in both large scale Satellite operating companies and the key attributes needed to grow an organization from the bottom up. This person will have responsibility for a region within Latin America & Caribbean and all sales and business development efforts in the appointed region. Must have the ability to directly influence and close major deals with the industry leading customers to the satellite sector, hence regional contacts are a must. Person must be a strategic hunter.

Experience and qualifications

The successful candidate must possess outstanding experience in the satellite communications industry with a demonstrated clear track record for numerical results over the last 10 years. Specifically, you will have played a pivotal role in key high strategic value, high revenue deals in the satellite industry. You will thoroughly understand the value of 'complex sales' and be able to sell across every level to a diverse customer base. You will have played a key role in constructing 'go-to-market' strategies in the Satellite sector with demonstrable experience of direct and indirect selling. Excellent written and verbal communication skills in Spanish and English are essential. Additional languages are a positive.

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@o3bnetworks.com