



Position Title: Sales Support Manager

Location: Potomac, U.S.A.

About the Role:

ABS is looking for a multifaceted Sales Support Manager. This position is the primary focal point to coordinate various Strategic Initiatives projects focused on revenue growth for ABS. The primary focus is to support the ABS Sales team and Sales Operations.

Critical Responsibilities:

- Act as a leader and liaison for projects involving Sales, Sales Ops, Operations, and other departments
- Track Sales and Sales Operations Strategic Initiatives
 - Work cross functionally managing projects and ensure communication with stakeholders and management
 - Report initiative metrics to management based off quantitative and qualitative metrics
 - Assist in the preparation of presentations for upper management
- Proactively support the maintenance and management of Sales Accounts and Contacts using SFDC system
 - Ability to run reports and create dashboards leveraging SFDC tools
 - Work cross functionally supporting Global Sales and Market Research Organizations; additionally support management in building reports/analyses and dashboards leveraging SFDC to analyze the company's sales strategies
- Understand and manage satellite capacity rationalization and optimization – ability to work cross functionally to help manage ABS' inventory appropriately
 - Analyze and help determine the best use of ABS' capacity
 - Ability to understand internal company-wide demand for capacity
 - Analyze and diagnose capacity contention issues
 - Strong communication skills to revert issues back to management
 - Ability to work with Customer Support Engineers to help optimize resources
 - Balance short-term tactical needs vs long term strategic needs of the organization from a capacity management standpoint
 - Demonstrate an understanding of satellite sales economics and ability to work with Finance analyzing loading and grooming opportunities

Knowledge, Experience, Competencies and Education:

- Undergraduate degree in Business, Telecom, Economics, or similar discipline preferred
- Previous satellite and/or telecom industry experience required in a Sales, Sales Support or Market Research Role

Skills, and Abilities:

- Strong [SalesForce.com](https://www.salesforce.com) skills required
- Strong Excel skills preferred
- Strong project management and leadership skills required
- Practical understanding of satellite telecommunication networking concepts
- Solid understanding/interest in media/telecom business segment



- Strong analytical and critical thinking skills
- Desire to work in a fast paced entrepreneurial and matrixed environment
- Sales skills a plus

Core Competencies:

- Strong understanding of Excel, PowerPoint and Word
- Desire to utilize CRM tools – strong working knowledge of [Salesforce.com](https://www.salesforce.com)

Scope of Position:

- The position does not supervise other employees
- The position requires coordinating the work of other employees, but not Performance Management

Application:

Interested parties, please send your resume and expected remuneration to recruitment@absatellite.com.

All applications received will be treated with strict confidence and used for recruitment purpose only.