

## CEFD Director Sales

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Company: Comtech

Location: Belgium

Category: other-general

**Job Title:** Sales Director - EMEA

**Department:** Sales, EMEA

**Revision Date:** 2/13/2023

**Location:** Remote

### Company Overview

### Position Summary

The Sales Director is a dynamic leader skilled in complex deal shaping. He/she is able to align client business needs with the Comtech portfolio. This role demands a deep understanding of sales processes and expertise in the satellite and space industry. The ideal candidate will thrive within a global team environment that fosters growth.

### Responsibilities

The Sales Director is responsible for generating, shaping, and closing complex sales opportunities and managing the sales pursuit end-to-end.

Build and maintain strong relationships with key decision-makers and buyers in new and existing customers.

Develop a compelling, differentiated value proposition that resonates with client business needs.

Lead commercial shaping and influence client purchasing processes.

Develop winning strategies and conduct effective negotiations.

Work closely with Comtech product managers and subject matter experts

Navigate and expedite the deal approval and reporting process within the organization, applying rigorous discipline to sales practices.

### **Qualifications**

Minimum 5 years of sales or business development experience in the satcom industry, RF technology

Demonstrated experience in system integration projects, with the ability to effectively propose full solutions.

Excellent communication skills, both written and verbal

Analytical and networking skills

Knowledge of Salesforce is a strong plus

Travel 40% to 50% in EMEA

### **Education**

Bachelor Degree and/or equivalent experience

### **Language Skills**

Ability to write reports and test procedures. Ability to effectively present information and respond to questions from groups of managers, engineers, and customers.

### **About Us**

**Comtech Telecommunications Corp. is an Equal Opportunity Employer – All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, sexual orientation, gender identity, national origin, disability or protected veteran status. Reasonable accommodations may be made to enable individuals with disabilities to perform**

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