



# Senior Key Account Manager

## Rome, Genoa, Naples, Venice

### About Telemar

For over 75 years, our maritime journey has been fuelled by expertise and innovation. We're not just a service provider; we're offering a dynamic blend of bridge electronic solutions, onboard and maintenance services.

We don't just adapt; we thrive on constant innovation. Telemar is an expert partner who supports more than 3,000 vessels, rely on our tailored services. We're not just about cutting-edge technology; we're a navigational ally, enhancing safety and operational efficiency by keeping costs down.

### Role description

For our offices in Rome, Genoa, Naples, and Venice, we are looking for a Senior Sales Account Manager with excellent communication skills and availability for frequent international travel.

### Main Goals

- Reporting directly to the Commercial Management, the candidate will be responsible for managing existing clients and developing new business opportunities at both national and international levels.

### Qualification, skills & requirements

#### Main Tasks - Focus on:

- Manage and develop the existing client portfolio, ensuring customer satisfaction and achievement of sales targets.
- Manage sales processes to acquire, retain, and grow customers, building and maintaining long-term relationships.
- Identify new business opportunities and expand the client portfolio.
- Collaborate with internal teams to ensure a smooth and effective sales cycle.
- Continuously monitor market trends and industry dynamics to adapt sales strategies and approaches.
- Maintain ongoing relationships with clients.
- Conduct market analysis and prepare periodic performance reports.

## Our Commitment

Our Corporate Social Responsibility approach is part of the Marlink DNA to develop our business and people operate responsibly. Marlink has incorporated and respects the Ten Principles of the UN Global Compact into our strategies to establish a culture of integrity, value, trust and innovation.

The Marlink Group is a transnational organization and considers cultural diversity as one of its greatest strengths. Additionally, we support diversity in race, gender, religion, national origin, political opinion, sexual orientation, social origins, age and physical or mental character.

In support of

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## WOMEN'S EMPOWERMENT PRINCIPLES

Established by UN Women and the  
UN Global Compact Office



## Interested?

Please send your CV including possible start date and location to:

[hr.it@telemargroup.com](mailto:hr.it@telemargroup.com)

REF: Key Account Manager\_Rome, Genoa, Naples, Venice

We look forward to receiving your job application!

## Requirements

- At least 7 years of experience in sales roles, preferably in the maritime sector.
- Excellent command of the English language.
- Strong communication and interpersonal skills.
- Results-oriented mindset, with proven experience in achieving and exceeding sales targets.
- Strong team-working attitude.
- Perseverance, customer focus, negotiation, and persuasion skills.
- Willingness to undertake frequent international travel.

## What we offer:

- Dynamic and collaborative work environment.
- Opportunities for professional growth and personal development.