



# Regional Sales Director – Central & West Africa

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Job Posting ID:	<b>SALES_DIRECTOR/OT/CWA_01</b>
Employment Type:	<b>Full-Time Regular</b>
Required Experience:	<b>5 Years</b>
Required Education:	<b>Bachelors Degree, MBA desirable</b>
Department Name:	<b>Africa Sales</b>
Reporting to:	<b>VP – Sales, Africa</b>
Working Location:	<b>Africa (preferably West or Central Africa)</b>
Travel Required:	<b>Yes, frequently</b>
Re-location provided:	<b>No</b>

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## 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](http://www.o3bnetworks.com)

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## Responsibilities

The Regional Sales Director is responsible for identifying, developing and managing new business opportunities within multiple target vertical and horizontal business sectors.

The successful candidate will have responsibility for all sales in their designated region. In the early phases of their employment, they must have the ability to directly influence and close major deals with industry-leading satellite sector customers.

The individual in this role will have a thorough understanding of the value of “complex sales” and be able to sell across every level to a diverse customer base. They will work closely with the International Carrier Team and develop joint strategies to target major global accounts.

The successful candidate will also need to develop and redefine country-specific “go-to-market” strategies in the satellite sector, drawing on demonstrable experience of direct and indirect selling. This will require detailed analysis of the political and commercial conditions of the country; a deep understanding of both the main incumbent and new operators; and an ability to translate this into a sales plan with specific measurable milestones.

In indirect selling, the successful candidate will need the skills and experience necessary for identifying appropriate channels and eco-system partners and developing tactical partnership programs that bring added value to the channel.

Knowledge of the main Tier VSAT vendors and their technologies will be an advantage.

The individual in this role will also need to provide regular reports to management on key accounts, changing market dynamics and key trade shows.

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## Experience and qualifications

The successful candidate will bring a “can-do” entrepreneurial spirit to the company, along with outstanding organisational, interpersonal and management skills. First-class negotiation and networking skills are also essential.

The candidate must have extensive experience in the satellite communications industry and demonstrate a clear track record for delivering numerical results over the last five years. Specifically, they will have played a pivotal role in creating high strategic value, high revenue deals in the satellite industry. They will possess a strong network of executive-level and key decision-making contacts across the telecoms and satellite sectors.

Demonstrable skill and experience in making effective sales presentations and negotiating at senior levels are also essential.

The successful candidate must also be willing to travel frequently. Fluent English is essential. Fluent spoken and written French is highly desirable. Arabic is also beneficial.

**For further details contact us at [careers@o3bnetworks.com](mailto:careers@o3bnetworks.com)**