



## Business Development Manager – AST Network Solutions

Location: This role is primarily based at our **Bawburgh, Norwich location** in the UK, with the option of remote working in accordance with AST's policies. UK and International travel will be required.

Full Time, Permanent

AST is trusted global satellite communication solutions provider. Our company provides a comprehensive range of bespoke solutions over Satellite, whilst ensuring all infrastructure, high quality voice and data connectivity is reliable and available 24/7 to the most remote and inhospitable areas. Our unique enabling services such as in-house developed INTEGRA, IRIS, iRAMS and My AST Portal give our customers the ability to make in time decisions. We provide the full emergency backup required to operate. We're at the heart of the Internet, helping the most innovative companies and vulnerable people deliver data, including voice over, to any device, anywhere in the moment.

### The AST story

We have a talented team of over 180 people in global offices providing connectivity solutions to a wide range of maritime and land customers around the world in a multitude of industries. From mining, oil and gas to emergency services and shipping.

We have such an incredible reputation for excellence in our solutions and at AST Network Solutions, we are dedicated to designing, implementing, and supporting solutions tailor-made to meet our customers unique needs anywhere in the world whilst they are on the move.

As a trusted Tier 1 Partner to all major satellite communications suppliers, and hardware manufacturers, we focus on delivering only the very best quality hardware and software services to our customers.

### The role

The role of the Business Development Manager – Marine Network Solutions is to take AST's marine VSAT and other appropriate solutions and target, prospect, and net new sales. You will need to work at pace and with some of the best qualified engineers in this field.

Being successful in this role requires an ability to partner with other internal teams to deliver the highest levels of customer satisfaction and role performance. Previous business development experience is essential.



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This self-starting role will suit individuals who are highly driven to deliver prospects into revenue. Of course you will need to prioritize and handle multiple concurrent sales cycles in international territories as well as being able to quickly absorb and retain product/solution/market knowledge.

Ideally you will love everything to do with technology and be able to apply your network engineering skills and experience to a wide range of opportunities for both the customer and you!

AST are proud of their reputation for being an inclusive employer to all members of society and encourage diversity wherever practicable.

### Key elements

- Highly Self-motivated – self-starter, driven to deliver on time, if not before
- Targets should just be stepping stones for you; they are all there to be overachieved on
- Ability to open net new sales opportunities with new and previous, even current, customers
- Effectively upsell and cross sell
- You must be a relationship salesperson and create trust in your ability from day one both internally and externally
- You will have the confidence and ability to sell to all customer levels including C-suite

### Responsibilities and deliverables

- Research and identify net new sales opportunities by targeting prospects in the relevant sectors/geographies
- Meet or exceed sales and profitability targets, quarterly and annually
- Create and execute a sales and marketing plan
- Use LinkedIn Sales Navigator and other lead generation methods
- Work with the Marketing team to create campaigns to raise awareness and generate sales opportunities.
- Research and attend key industry events to increase knowledge and network with new customers (and suppliers)
- Create and deliver CRM-based quotations and proposals
- Use prospects/customers to gather feedback on new features/modules
- Utilise existing Marine and VSAT sales knowledge to ensure early success
- Facilitate handover of closed customers to the Account Management team
- Follow internal sales processes, supporting the growth and closure of the pipeline
- Maintain internal CRM systems and revenue forecasting
- Prepare reports by collecting, analysing, and presenting pipeline figures/statistics/feedback

### Skills, experience, qualifications

- 2-3 years minimum experience in B2B sales, preferably Marine and VSAT
- Consultative selling skills – preferably to internationally based customers
- Superb presentation skills and Deliver webinar content
- A track record of closing new customers
- Ability to communicate, present and influence key stakeholders at all levels of a prospect organisation, including executive and C-level: in person, in writing and in person



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- Be a brilliant team player, inside sales operator (pass on leads) and understand all our staff are our customers
- An interest and preferably knowledge of technology in the maritime sector is paramount
- Advanced Microsoft packages user, particularly Excel
- Be highly numerate and analytical
- Second language an advantage (e.g. French, Spanish, Dutch, German)

### The person – bringing your personality to AST

You will absolutely love all aspects of business development, including travel, customer communication and delivering fantastic customer service. Candidates should have a high level of self-motivation and a strong drive to learn and continue to learn and develop in the future. You will have the willingness to adapt to varying demands of the role throughout our busy periods. We are looking for people who want the next 2 or 3 levels of their career with us. You must have:

- A Willingness to provide support other team members and colleagues to develop our software platform and customer base.
- A desire to work in a multi-disciplinary team of people to solve complex problems and delivery best fit solutions.
- Alignment with our values led culture.

### The rewards

- Career development and opportunity to learn and grow within the Company
- A value led culture that puts its people first – **you are our Company**
- Attractive and competitive salaries with KPI bonuses for BDMs
- Excellent working environment which caters for all people of all abilities
- Company Pension scheme (including salary sacrifice)
- Top of the range, private Health insurance for you (with the option of adding family members)
- Life Assurance (4 x salary)
- Long Service Awards and many communities (global) staff events
- 23 – 27 days Annual Leave (+ Bank Holidays)

Our vision is to empower our customers with pioneering, dependable remote communication solutions that deliver operational excellence in situations that demand faultless performance.

Applicants must have the right to work in the UK.

Closing date: 21<sup>st</sup> February 2024



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