

Sales Manager- Telecom System Integration

Are you an experienced and motivated Sales Manager and do you want to leave your mark on the global energy industry? If so, we want to hear from you!

Your position

In your new position as Senior Telecom Sales Manager in the Technology Solutions division, you will be a valuable member of the dedicated sales team whose mission is to become the preferred supplier for our clients within the offshore energy industry.

The role is ideal for a technically strong candidate who have more than 10 years proven experience leading complex sales cycles in a global, multicultural environment.

Your place of work will be in Singapore, a location strategically important for the energy market.

Your tasks & responsibilities

As a Senior Telecom Sales Manager, you will be responsible for driving strategic B2B project sales in the Oil & Gas sector or related industries, achieving and surpassing targets through strong relationship management, market insight, and technical expertise. Above all, your work will make a real change for the global energy sector.

Your tasks will include but are not limited to:

- Develop and implement strategic sales plans to achieve or surpass targets within your allocated area of responsibility.
- Collaborating with internal and external stakeholders to ensure success of the sales process.
- Manage, cultivate, and expand our network of partners and agents to build a robust sales funnel.
- Maintain and update CRM system with accurate information, including new contacts, meeting minutes, and project status updates.
- Prepare sales documents, ensuring compliance with client requirements and company standards.
- Provide regular and accurate sales forecasts to optimize resource allocation and project planning.
- Stay up-to-date on market trends and competitor activities, adapting strategies for maximum impact.
- Represent Semco Maritime at relevant national and regional trade exhibitions, cultivating new business opportunities.
- Take on additional responsibilities as assigned by the Vice President, Sales

Your profile & qualifications

We are looking for dynamic and results-oriented personality with a strong entrepreneurial spirit with excellent time management and organizational skills, with the ability to prioritize multiple tasks effectively

To succeed in this position, we imagine that you have:

- Good understanding of the competitive market and landscape.
- Excellent communication and presentation and negotiation skills, with the ability to build rapport and trust with clients and partners.
- Negotiation and deal-closing skills, coupled with the ability to handle complex projects and tight deadlines.
- Analytical mindset with proficiency in CRM system.
- Fluency in English, with additional language skills a plus.
- High level of independency
- A personality that operates efficiently both in a commercial and technical environment, and across different (business) cultures
- Preferred experience in the Asia Pacific and Middle East is preferred; however, candidates with relevant global experience will also be considered.

Welcome to Semco Maritime

At Semco Maritime, we create change. For people. For projects. And for the global energy sector. With us, you will join a community of over 2.500 of the most dedicated thinkers and doers in the energy industry who are driving real change and making their own personal mark on the global energy landscape.

While everyone knows *why* the energy transition is vital, we are concerned with the journey. How to get there. By providing the answers needed to make change real. Because we believe that global energy ambitions can only be realized through hard work and clever pragmatic solutions. This is what we do. This is what we invite you to participate in.

Safety is at the core of everything we do, and we are committed to protecting our people, partners, and the planet as we work towards a sustainable energy future.

So yes, working for us will change the energy sector – and may well change you too.

Care to join the movement?

Change. With us.

