

Job title:	Network Solutions Manager
Business Unit:	Networks
Location:	Global
Supervisor:	Vice President - Networks

JOB DESCRIPTION

Job Purpose:

The Network Solutions Manager will be a deep solution expert with a sales/customer mindset. They are the funnel that conveys individual Networks Business Unit (BU) strategies to the regional sales engineers and salespeople. The Network Solutions Manager will assist our sales leaders in developing tangible and profitable Network propositions for their current markets and drive tangible successes for the company.

This position will be regional but will report into and rely on the global Product Management group. The Network Solutions Manager will be a higher-level resource for local sales and sales engineers to assist them with larger sales bids, and will introduce and train the sales staff and sales engineers on the latest product offerings and value add services.

The Network Solutions Manager will be instrumental in conveying the customer and market requirements back to the Networks BU so that they can adjust or adapt to current market needs.

You will build product and service solutions from existing ideas, and help to develop new ideas based on your industry experience and your contact with customers and prospects. You will assist the sales teams with large and/or complex opportunities, and you will ensure that both our sales and support teams are equipped to sell and support the products. You must possess a unique blend of business and technical savvy, a big-picture vision, and the drive to make that vision a reality.

FOCUS AREAS

- Demonstrated ability to engage our customers, derive business solutions, and assist our sales engineers and sales personnel in achieving higher levels of profitable business.
- Assist the Networks BU in product positioning and pricing strategies for Network Innovations (NI)-owned and third-party products and systems.
- Collaborate with the other Networks BU staff, sales personnel, and sales engineers to ensure the organization is equipped (i.e. documentation and training) to sell and promote Networks products and systems.
- Assist the Networks BU in formulating and presenting compelling product strategies and business cases to senior management.

Duties and Responsibilities:

- Creates product solutions and use cases for Networks solutions, based on customer feedback and market research; creates the business requirement document (BRD).
- Delivers technical, fact-oriented content for pricing, positioning, and collateral. Trains the sales and sales engineering teams on use cases.
- Directly supports sales teams with large, new, or complex proposals.
- Ensures knowledge transfer of product functionality to sales, sales engineering, delivery, and customer support.
- Identifies opportunities for emerging technology and business issues that present opportunities or threats to the company.
- Identifies and tracks new market requirements and solutions based on input from the sales verticals and sales engineers.
- Collaborates with sales personnel, vendors, customers, and other members of the NI Networks BU, with particular emphasis on creating cross-product solutions.
- Demonstrates product knowledge with external audiences, such as thought leaders, industry experts, attendees at conferences, and user groups, etc.

DECISION MAKING AUTHORITY

- As assigned by the VP Networks.

KEY MEASUREMENTS OF SUCCESS

- External and internal 'customer' satisfaction of Networks solutions.

Qualifications:

- At least 5 years of progressive experience in both the VSAT and terrestrial networks industry (including technical, operational, project, marketing, and sales experience)
- Experience in multi-national operations
- A relevant technical or business degree with preference to those individuals with a degree in both; any incumbent must be committed to self-development including lifelong learning, regardless of their formal education
- Mastery of technical solutions and identification of customer core requirements, along with a proven ability to apply the technical solution to the customer's requirement.
- Possesses a sense of ownership to the customer solution.
- Personal characteristics: problem solving, strategic thinking, confidential and ethical, results driven, customer focus, a team player
- Exceptional written and verbal communication
- A willingness to embrace and live the core values of Network Innovations

Direct Reports:

- None

Working Conditions:

This position predominantly works regular business hours, Monday to Friday. However, the incumbent must be available after-hours as needed, within reason, to advance the VSAT product focus. The position operates in a professional office environment, however, there may be occasions where you are working 'in the field,' which may involve harsh or dangerous physical conditions. This role routinely uses standard office equipment and software.

Physical Requirements:

An ability to travel as required and on occasion on a global basis. A valid passport without restrictions. An ability to sit and use a computer for extended periods of time.

Disclaimer Statement: This job description lists the essential functions of the position and is not intended to include every job duty and responsibility specific to a position. An employee may be required to perform other related duties not listed above provided that such duties are characteristic of that classification.