

Job Description			
Job Title	Manager /Senior Manager- VSAT Solution Sales	Job Code	SSM001V/DSS
Department	Sales & Marketing		
Location	Noida , Uttar Pradesh, India		
Job Summary	We are seeking an accomplished Sales Professional with acumen and core competency in VSAT Solution Sales . The role demands extensive experience in defence procurement processes (DAP 2020), knowledge on Projects based on VSAT technologies, and government contracting, along with proven ability to manage large-scale business Tender Opportunities . The candidate will be accountable for business growth, P&L management, tendering & bidding, long-term customer relationships, and expansion of VSAT Solutions primarily in MOD and MHA aligning with the company’s strategic roadmap .		
Working Relationships & Desired Profile.	Reporting to: Sr. Vice President		

	Key Responsibilities: · Drive Sales in Defence and VSAT verticals by identifying new opportunities with MoD, Armed Forces, ISRO, DRDO, DPSUs, and Satellite Operators. · Lead participation in government tenders, EOIs, RFPs, and VSAT Tender based projects. · Build strong industry and defence ecosystem networks to achieve quarterly and annual Sales & Gross margin targets. · Conduct market intelligence on Satellite Communication, VSAT systems, emerging technologies, and defence procurement trends. Other Responsibilities In Sales • Develop and maintain a robust sales pipeline with consistent monthly funnel growth. • Conduct market intelligence on satellite communication trends, competitors, and new defence technologies. · Generate P&L , forecasting, and budgeting for the vertical. · Build and expand partnerships with global OEMs, Indian defence companies, and technology providers. · Align business goals with long-term defence modernization programs and emerging requirements.

Desired Profile

- **10–15 years of experience** in VSAT Industry across Defence / Aerospace /OEM domain, with at least 5 years in a relevant leadership role.
- Strong knowledge of **Defence procurement procedures, VSAT technologies, and large-scale project execution.**
- Proven track record of **managing multi-million-dollar bids, strategic partnerships, and P&L ownership.**
- Excellent networking with **Armed Forces, DRDO, ISRO, DPSUs, and industry OEMs.**
- Exceptional leadership, negotiation, and decision-making skills.
- Engineering Graduate or above.
- MBA preferred but not a criteria for any deserving candidate .
- Open to travel & meet customers is a pre-requisite.

Soft Skills:

- Strong decision-making skills
- Strong sense of time management and urgency.
- Ability to work alone and lead a team.
- Excellent planning and project management skills.
- Strong ability to take initiatives.