



Hughes Europe is an operating, sales, and marketing organization for Hughes Network Systems, LLC (HUGHES), an innovator in satellite and multi-transport technologies and networks for more than 50 years, provides broadband equipment and services; managed services featuring smart, software- defined networking; and end-to-end network operation for millions of consumers, businesses, governments, and communities worldwide. We are a dynamic company specializing in the development and implementation of innovative communication solutions for the Defence and Enterprise markets. Our mission is to support our customers in achieving their goals by providing them with the best solutions.

<https://europe.hughes.com>

About the Position:

We are looking for an experienced

Defence Sales Manager (m/f/d)

Location: 64347 Griesheim, Germany (remote work possible)

to drive our Defence and Enterprise sales activities in Germany and other regions. The position is based in our office in Griesheim, Germany, but also offers the possibility to work remotely.

Main Responsibilities:

Business Development and Capture:

- Build and maintain a strong Defence network in Germany
- Identify and win new business opportunities in Defence and Enterprise Sales
- Lead bids and proposals for the Ministry of Defence and other organizations
- Develop strategies to achieve revenue targets

Business Winning:

- Lead bids and proposals for the Ministry of Defence and other organizations
- Analyze competitors and identify opportunities
- Prepare bids and presentations
- Enterprise Sales Activities:
 - Develop business opportunities in existing and new accounts
 - Build relationships with C-level decision-makers
 - Identify cross-selling and upselling opportunities

Marketing Activities:

- Support the development of marketing strategies and campaigns
- Participate in trade shows and events
- Create marketing materials
- Team Communication:
 - Collaborate with other teams to achieve company goals
 - Regular reporting to management

Requirements:

- Experience in Defence Sales



- Strong network in the German Defence community
- Excellent communication and negotiation skills
- Ability to understand and market complex technical solutions
- Experience in leading teams and projects
- English and German language skills (written and spoken)

What we offer:

- A dynamic and international work environment
- Attractive benefits and development opportunities
- The chance to shape a growing company
- Flexible working hours and remote work options

Sounds like your challenge? Apply now!

(Hughes Network Systems Europe is an equal opportunities employer and welcomes applications from qualified candidates of all nationalities and backgrounds.)

Contact Information:

Please send your application in English to:

HRGermany-Jobs@hugheseurope.com

Hughes Network Systems GmbH

Human Resources

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