

Position Description

Vacancy Title: **Sales Manager PNG & SI**

Location:

Objective

As the Sales Manager, PNG & SI, ideally, you are based in Fiji and you will play a pivotal role in expanding Kacific’s market presence, driving revenue growth, and building partnerships that align with our mission to connect underserved regions. You will lead all sales and business development activities, selling Satellite Broadband and Wholesale Bandwidth in the territory, working closely with telecommunications operators, ISPs, government agencies, and enterprise customers. Your strategic insight into regional needs, combined with your sales expertise, will help drive Kacific’s mission and ensure successful, sustainable growth in the region.

Outcomes

Organisational Stakeholders

1. Sales Strategy & Execution

- Develop and implement a sales strategy that aligns with Kacific’s overall mission and goals, focusing on driving revenue growth and market penetration in Papua New Guinea and the Solomon Islands.
- Segmentation, Country Strategy, and Planning: Identify and define key market segments and develop country-specific plans to maximise Kacific’s market potential by tailoring sales strategies to address unique customer needs and regulatory environments.
- Identify and target high-potential opportunities in rural and underserved areas, promoting the economic and social benefits of satellite broadband connectivity.
- Monitor market trends, customer needs, and competitive landscape to adjust sales strategies and achieve growth objectives.

2. Business Development

- Cultivate and manage relationships with telecommunications operators, ISPs, government agencies, NGOs, and large enterprises to secure new business and strategic partnerships.
- Work closely with government agencies and regulators to foster an understanding of Kacific’s mission and ensure alignment with regional regulatory requirements and policies.
- Manage and respond to RFPs to secure business opportunities in the region.
- Act as a thought leader and trusted advisor to customers, promoting Kacific’s value proposition and identifying ways to drive greater impact in target communities.
- Collaborate with marketing and product teams to design and execute roadshows and events to promote Kacific solutions, including Satpack and PointCast.

3. Customer Engagement & Account Management

- Account Management and Account Planning: Oversee customer accounts, ensuring long-term growth and retention through structured account plans.
- Act as the main point of contact for escalations, contract negotiations, and strategic discussions.
- Drive customer satisfaction by understanding customer needs, delivering exceptional service, and ensuring successful deployment and use of Kacific’s solutions.
- Work with internal teams to ensure a seamless customer experience, from onboarding through ongoing account support and expansion.

4. Financial Management & Reporting

- Support the management of the regional P&L by tracking sales budgets and expenses and highlighting variances to the manager.
- Prepare and present regular sales and market reports to senior management, highlighting progress, challenges, and opportunities in the market.
- Develop financial forecasts and sales projections, ensuring revenue targets align with market dynamics and business goals.

Responsibilities - Key Competencies

| Competence | Description |
|-----------------------|---|
| Customer | |
| Commercial Focus | Optimize the commercial viability of the organisation. |
| Relationship Building | Build beneficial relationships with suppliers and stakeholders. |
| Customer Commitment | Demonstrate a commitment to customer service - both internal and external customers. |
| Business | |
| Communication | Exchange information through verbal communication |
| Business Performance | Manage the performance of the organisation. |
| Planning | Deliver results by developing, reviewing or following a work plan, action plan or operational plan. |
| People | |
| Negotiation | Reach agreement through discussion and compromise. |
| Self-Management | Manage your priorities and objectives efficiently and effectively |

| Competence | Description |
|------------|---|
| Innovation | Use original and creative thinking to make improvements and/or develop and initiate new approaches. |

Qualifications

| Qualification | Discipline | Notes |
|------------------|----------------------------|-------------------------------------|
| Preferred | | |
| Degree | Business, Sales, Marketing | or a related field |
| Desirable | | |
| Masters Degree | Business Administration | or other advanced degree is a plus. |

Work Knowledge and Experience

- 3-5 years of experience in sales or business development in the telecommunications, satellite, or broadband industry, with a focus on regional markets in the Pacific Islands preferred.
- Proven track record in building and leading sales teams, with experience managing government, enterprise, and ISP customers.
- Strong understanding of regulatory and connectivity challenges in remote and rural regions.
- Exceptional communication, negotiation, and interpersonal skills.
- Ability to travel within Papua New Guinea, Solomon Islands, and occasionally to Kacific's regional offices.

Requirements

Other Required Requirements

Why Join Kacific?

This role offers the chance to be part of a pioneering team that makes a meaningful impact on connectivity in underserved regions. If you are passionate about bridging the digital divide and thrive in a mission-driven environment, Kacific provides a unique opportunity to make a difference in the lives of millions across Southeast Asia and the Pacific.

Interactions

| Type | Interaction | Comments |
|------------------------|-------------|----------|
| No interactions found. | | |

Attributes

No attributes found.

How To Apply

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Contact for Enquiries

Contact Name: HR Team

Contact Email: jobs@kacific.com

Further Contact Information: --

Closing Date: 27 Mar 2026