LS telcom AG is a leading global provider of system solutions for military and civil spectrum management in strategic, operational, and tactical domains, electronic warfare, as well as frequency monitoring, direction finding, and geolocation of radio equipment. Our comprehensive portfolio, consisting of innovative software, flexible hardware, and professional consulting, equips armed forces with integrated, automated, and user-friendly solutions for comprehensive situational awareness and networked communication. LS telcom UK is a wholly owned subsidiary of LS telcom AG, an international company headquartered in Germany.

Regional Sales Manager – Defense (m/f/d)

Main tasks

- Developing and expanding international sales in the military and security markets
- Identifying, qualifying, and pursuing new business opportunities with armed forces, procurement organizations, system integrators, and industry partners
- Establishing and maintaining strong relationships with military end customers, government agencies, partners, prime contractors, and influencers
- Management of complex proposal, bid, and tender processes in the defense sector
- Positioning the LS telcom portfolio for military applications, particularly in the areas of spectrum management, radio monitoring, frequency coordination, electromagnetic operations support, and mission-related planning
- Preparing and conducting presentations, workshops, negotiations, and client meetings at the international level in close collaboration with internal stakeholders
- Representing the company at trade shows, conferences, and industry events in the defense and security sectors

Qualification Profile

- A completed degree with a focus on business or engineering, or a comparable qualification
- Several years of international sales experience in the defense, security, communications, sensor technology, software, or systems integration sectors
- In-depth knowledge of working with military and government stakeholders as well as security-related industry partners is desirable
- Experience with solutions requiring detailed explanation, complex sales cycles, and proposal and bidding processes
- In-depth understanding of military procurement processes, decision-making structures, and project logic
- Strong affinity for technology-oriented solutions in the electromagnetic field
- Confident demeanor, strong communication skills, and negotiation skills at the international level
- Excellent English language skills, as well as a strong willingness to travel internationally

What we offer you

- Varied, demanding and interesting field of activity
- Collegial and highly professional team in a modern, international working environment
- Flexible working hours to reconcile work and private life

We are looking forward to your application!

Even if you do not meet all of the listed qualifications or job requirements, we would still be happy to receive your application.

Please send your completed application documents (curriculum vitae and certificates), including your possible entry date and your salary expectations, by e-mail to **Career@LStelcom.com** quoting reference ‘LS-UK’ in the subject. If possible, please send us only one file with all application attachments as PDF.

LS telcom UK Ltd
14-16 Dowgate Hill
London, EC4R 2SU

Phone +44 (0) 20 37406470

Career@LStelcom.com
www.LStelcom.com