



## SALES MANAGER – AMERICAS

**Company.** Mavel Americas, Inc. is the Boston-based American subsidiary of Mavel, a.s., a Czech-American owned company based outside of Prague, Czech Republic. Founded in 1990, Mavel has grown into a leading global supplier of turbines and related equipment for small hydroelectric power projects (up to 30 MW per unit). The company offers a full range of turbines, including Kaplan, Francis and Pelton, providing customers with **customized and optimized solutions** for all projects. A leader in research and development, Mavel's experience and success with low head turbines for existing weirs and innovative solutions for equipment refurbishment projects is unparalleled. While focused primarily on conventional hydro projects, other applications include city water systems, irrigation channels, wastewater treatment facilities. Innovations include a micro modular line of generating units, a proprietary dissolved oxygen system, and a reversible Kaplan turbine.

Founded in 2009, Mavel Americas, Inc. oversees all of Mavel's operations in the Americas, including Canada, USA and Latin America.

**Description of Position.** Mavel Americas, Inc. is looking to add one or more **Sales Managers** to its sales team. Currently, Mavel Americas, Inc. has three Sales Managers based in Boston, MA, Lancaster, PA and Victoria, BC. Each Sales Manager has primary responsibility for a specific geographic region but cooperates on projects and is awarded as a team. The Americas based sales team coordinates with a dedicated team of Czech engineers based at the company's headquarters in the Czech Republic. The new Sales Manager(s) may reside anywhere in North America but will be expected to work occasionally from Boston as well as travel to Europe. All Sales Managers report to the President of Mavel Americas, Inc.

**Responsibilities.** The responsibilities of the Sales Manager will be to:

- Develop and manage relationships with key customers
- Contact and introduce Mavel to new potential customers
- Prepare budget proposals in cooperation with CZ sales team
- Prepare full Proposal Packages in response to formal RFPs
  - Work with the CZ Americas dedicated team
  - Solicit bids from USA-based sub-suppliers
  - Review and finalize technical information
  - Prepare formal proposal and pricing
- Provide feedback to management on market developments
- Attend industry events, including conferences and exhibitions
- Recommend and develop sales priorities and strategies for the Americas.

As part of a growing company, the Sales Managers will be part of the core Americas team and may be asked to work on special projects related to the marketing, promotion and strategy.

**Desired Skills/Qualifications.** The following skills/qualifications are desired but not mandatory.

- B.S. Degree in Engineering /Technical Training
- Experience working in the hydroelectric power equipment sector
- Highly organized and attention to detail
- Excellent written and verbal skills
- Ability to multitask and work independently
- Microsoft Office Suite (Word, Excel, etc.)

**Contact:** [Olivia@mavel.com](mailto:Olivia@mavel.com) for more information.

[www.mavel.com](http://www.mavel.com)