



Position: Head of Sales

Location: Vista, California

Job Description:

The Head of Sales, reporting to, and working with the CEO, is responsible for tracking the sales pipeline through lead generation, prosecution, and closure, both as the primary salesperson in the company and through direct reports and contractors and consultants. (S)he will maintain comprehensive records of potential client status, next actions, and sales forecasts using our existing or future CRM. (S)he is also responsible for writing proposals and negotiating contracts for both commercial and government sales of technology and equipment manufactured by Seatrec, to both end users and as a subcontractor to value-added resellers or system integrators. The Head of Sales will also pursue certain grant opportunities, with the CEO.

Regional and international sales engineers and representatives, both direct and contract, will report to and through the Head of Sales. The Head of Sales will be responsible for recruiting additional sales resources as the needs of the company dictate.

The Head of Sales will work with the Head of Marketing for the promotion of Seatrec offerings through social media and standard marketing channels. The Head of Sales will provide the Head of Finance with regular updates of monthly and quarterly sales projections.

Scope of Supply and Channels of Distribution:

- Seatrec's core offering are energy generation systems using subsea temperature differentials to produce electrical energy for underwater vehicles, subsea sensor systems (both floating and fixed), and stationary arctic power supplies.
- Primary sales are to research institutions (private and government), military (both US and foreign), other manufacturers of subsea systems such as military Tier One system suppliers, and commercial manufacturers of underwater vehicles.

Position Requirements:

- BS or equivalent in engineering field or suitable engineering background to discuss engineering issues with staff and clients.
- Exceptional written and verbal communication.
- Eight years' experience in B2B marketing and sales of engineered products and/or services.
- Experience in working with independent sales reps and distributors is desired.

- Familiarity with subsea and ocean engineering systems is preferred, specifically profiling floats, buoyancy gliders, AUV, seafloor sensor systems, etc.
- Familiarity with government and/or military sales, either direct or through tier one contractors such as Teledyne, General Dynamics, Lockheed Martin, and Huntington Ingalls.
- Experience in writing technical proposals and negotiating basic contracts terms.
- Available for frequent travel, both US and international with valid driver's license and passport.

Employment Category

This position can be part-time or full-time depending upon both candidate's availability. The successful candidate will work at Seatrec's Vista facility, north of San Diego. Relocation assistance will be considered.

Application

To apply, please submit your resume and cover letter to Bob Musselman, Interim Head of Sales, at bob@seatrec.com, with a copy to jobs@seatrec.com.

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