

## DIRECTOR OF SALES

Greensea IQ enables intelligent solutions for working in marine environments. By leveraging the power of the world's most capable open architecture robotics operating system OPENSEA, we deliver intelligence through data, integrated systems and services that extend our reach into the world's oceans so that our work there may be persistent, efficient, and safe, for the protection of the environment, our users, and their assets.

### Job Description

The Director of Sales - EverClean responsible for identifying and pursuing opportunities for growth and expansion of Greensea IQ's EverClean service product. This position involves developing and executing strategies to increase revenue, market share, and profitability.

### Responsibilities

- Work with leadership on setting goals and developing plans for business and revenue growth in the EverClean product segment.
- Manage pipeline development and revenue goals for the EverClean product segment.
- Researching prospective accounts in target markets.
- Manage high priority leads moving them through the sales cycle to close.
- Develop quotes and proposals for prospective clients.
- Train EverClean account managers.
- Attend conferences and industry events.
- All other responsibilities as reasonably assigned.

### Requirements

- Bachelor's degree in Business is preferred.
- Minimum 5 years of business-to-business sales experience.
- Background in a Marine Technology industry preferred. Working knowledge of ship performance and operations is highly desired.
- Proven ability in building and maintaining relationships with internal and external stakeholders.
- Proficient with modern productivity software and desktop tools.
- Excellent communication skills, both verbal and written.
- Strong interpersonal skills, with an ability to speak eloquently in front of large groups of people.

To apply, please send your resume, salary requirements, and cover letter to [careers@greenseaiq.com](mailto:careers@greenseaiq.com) as PDF documents. The candidate must be eligible to work in the United States. The ideal candidate is based near Plymouth, MA or San Diego, CA but candidates in Texas and Florida may be considered. Salary: \$130,000 - 150,000 base, with a negotiable bonus percentage.

Greensea IQ ([www.greenseaIQ.com](http://www.greenseaIQ.com)) is an equal opportunity employer. We offer a casual and fun work environment and provide our employees training and continuing education opportunities. Greensea offers competitive salaries and a complete benefits package including full health insurance, 401(k), and paid vacation, holiday, and sick leave.