

# Director of Sales - Defense

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

Director of Sales – Defense is responsible for expanding Greensea IQ's sales into the US military, and allied military organizations globally. The Director of Sales– Defense will be responsible for providing feedback and executing on Greensea IQ's defense sales strategy. This role involves extensive personal engagement with clients and international representatives, and will require regular travel as well as attendance at networking events, exhibitions, and tradeshows. The successful candidate will have the kind of background, acumen, and interest to best support Greensea IQ's highly technical defense products and services. This position reports to the VP of Business Development - Defense.

## Responsibilities

- Work closely with US defense stakeholders to ensure Greensea IQ is supporting US military customers as comprehensively as possible.
- Work closely with foreign defense stakeholders as well as industry partners to expand Greensea IQ's defense business into other countries.
- Manage pipeline development and revenue goals for the defense product segment.
- Research and identify prospective accounts within target agencies.
- Manage high priority leads moving them through the sales cycle from RFP to Contract Award.
- Attend conferences, demos, and other industry events, both domestically and internationally.
- All other responsibilities as reasonably assigned.

## Requirements

- Bachelor's degree; Business, Business Administration, Marketing & Sales, Commerce or a related field is preferred.
- Minimum 5 years of business-to-business sales experience.



- Proven ability in building and maintaining relationships with internal and external stakeholders.
- Experience with government procurement and contracting, particularly in military segments, is preferred.
- 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 candidate must be eligible to work in the United States. This position is based out of Greensea IQ's Plymouth, MA office and ideal candidates will be located in the Northeast US. This position will require regular travel. Annual salary range: \$130-150K.

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 IQ offers competitive salaries and a complete benefits package, including full health insurance, 401(k), and paid vacation, holiday, and sick leave.