

# Director of Sales

Greensea IQ is a dual-use robotics company transitioning mature solutions developed for and by the defense industry to the commercial markets for high impact.

Greensea IQ is uniquely positioned to capitalize on the growing Blue Economy that is being driven by the demands for scalable and persistent ocean protection, net-zero emissions in shipping, alternative energy sources from the ocean, and understanding the impact to the seas as our climate changes.

As a world leader in autonomous underwater robot technologies, we deliver high impact solutions to meet the growing demand for efficiency, safety, and scalability across the entire Blue Economy.

## **Job Description**

The Director of Sales is responsible for identifying, engaging, and closing opportunities across Greensea IQ's ideal client profile. The Director of Sales will be responsible for providing feedback and executing on Greensea IQ's sales strategy. This role involves extensive personal engagement with existing and potential clients as well as international representatives, and will require regular travel to attend networking events, exhibitions, and trade shows. The successful candidate will have the kind of background, acumen, and interest to best support Greensea IQ's highly technical products and services. This position reports to the Vice President, Sales.

## **Responsibilities**

- Build and manage a qualified pipeline to revenue goals in the assigned business segment.
- Lead outreach, discovery, technical coordination, and proposal development.
- Research and identify prospective clients within target markets.
- Execute consultative sales cycles from demo to contract.
- Collaborate with Sales Operations and Marketing to tailor outreach campaigns and sales materials.
- Utilize market and user insights to provide developmental feedback to Product Directors.
- Work closely with domestic and foreign stakeholders as well as industry partners to expand Greensea IQ's business across North America as well as other countries.

- Attend conferences, demos, and other industry events, both domestically and internationally.
- Accurately manage all pipeline activity in HubSpot.
- All other responsibilities as reasonably assigned.

## **Requirements**

- Bachelor's degree; Business, Business Administration, Marketing & Sales, Commerce or a related field is preferred.
- 4-7 years of business-to-business sales experience required.
- Proven ability in building and maintaining relationships with internal and external stakeholders.
- Experience with marine or maritime adjacent experience is preferred. (Marine services, shipping, offshore, robotics, infrastructure inspection, etc.)
- Experience selling tech-enabled services, autonomy or capital equipment, is not required but an added bonus.
- Must be comfortable selling 'robotics as a service' as the recurring revenue model is a priority.
- Proficiency with Hubspot, Apollo.io, LinkedIn, LLM AI (ChatGPT, Gemini, Claude, etc) strongly preferred.
- Strong communication, presentation, self-management, and field-based selling skills as well as 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@greensealQ.com](mailto:careers@greensealQ.com) as PDF documents. The candidate must be eligible to work in the United States. Significant travel is expected, both domestically and internationally. The ideal candidate is based in New England or southern east coast—MA, CT, MD, NC, SC, FL. Annual base salary range: \$130-150k.

Greensea IQ ([www.greensealQ.com](http://www.greensealQ.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.