



JOB DESCRIPTION

Regional SONAR Sales Manager

About the Company:

Since its founding in 1968, Klein Marine Systems, Inc. has been dedicated to leading the global ocean market for innovative technical solutions, pioneering the development of side scan sonar, sub-bottom profilers and related instruments and accessories for undersea search and survey. We design, manufacture and support equipment which has a worldwide reputation as the standard of excellence in the industry.

Job Description:

At Klein, our regional sales managers work "one on one" with customers and distributors to promote our products and capture business by providing effective system solutions. The regional sales manager works in concert with the company's marketing, engineering, and manufacturing departments to ensure that the products offered meet the needs of the customers. This position requires a strong technical understanding of our product's performance, key features and applications and the ability to couple this understanding with customer needs to define optimal system solutions.

Candidates who do not show evidence of listed requirements will not be considered.

Duties and Responsibilities:

- Manage and interpret customer requirements – work with customers to understand, anticipate and meet their needs
- Work with independent domestic and international sales representatives in pursuit of sales
- Independently prepare quotes, proposals, and position papers based on customer specifications
- Close and grow sales through professional communication with existing and potential customers
- Provide support in advertising, exhibitions, conferences and other promotional activities
- Participate in creating, implementing and executing strategic and tactical sales strategies across a broad spectrum of markets
- Ability to travel within the United States and internationally (approximately 25% of time)

Requirements:

- Knowledge or familiarity with marine technology, acoustics, signal processing strongly preferred
- Five + years experience in a technical sales role
- Able to present technical concepts and to become proficient at providing customers with hands-on demonstration of our products (marine technology experience a plus)
- Bachelor's degree, preferably in a science or related field
- Self-starter; motivated, team focused and results driven
- Strong presentation and time management skills with outstanding communication proficiency
- Demonstrated track record of consistently exceeding company's goals as well as strong negotiation and closing ability

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