

JOB DESCRIPTION
WOODS HOLE GROUP

Date: February 2019

POSITION: Technical Sales, Satellite Telemetry Services for Met/Ocean Platforms

ROLE: This position is responsible for sales and marketing of global satellite telemetry services to oceanographic and meteorological markets in North America.

DUTIES AND RESPONSIBILITIES:

- Selling and marketing Argos & Iridium telemetry products and services in North America.
 - Become a focal point for inquiries, applications and technical advice & support (on Satellite Telemetry questions).
 - International collaboration with CLS colleagues and partners, including ~3 months of technical training and collaboration with CLS Toulouse.
 - Close interaction with US colleagues in customer service and sales for wildlife tracking.
- Applying science background with customers and colleagues to tailor standard telemetry offerings and identify customized value added services.
- Handling portfolio of current customers & prospecting new customers through a systematic approach of relevant networks (database / systematic approach expected). Visiting and meeting with current & potential customers on a regular basis:
 - Oceanographers in public and private sectors
 - Financing bodies (NOAA, NSF, etc.)
 - US-based manufacturers of relevant platforms & instruments (drifters, gliders, AUVs, USVs, profiling floats, autonomous stations, etc.)
 - Universities and laboratories
 - Observing systems (IOOS, ARGO, DBCP)
 - Policy makers & governmental institutions, etc.
- Evaluating and suggesting improvements for the current commercial offer & portfolio: pricing vs. competition, marketing, branding, etc.
 - Identifying and submitting proposals for specific project funding, in collaboration with relevant industry and/or academia partners.
- Promoting the offer:
 - Participation in relevant meetings, symposia & technology shows
 - Efficient and targeted communication (with the support of WHG/CLS communication team): newsletter, website, etc.
 - Prepare and make public presentations as needed



SUPERVISION EXERCISED

None at this time

SUPERVISION RECEIVED

From senior level business development management, including technical and sales direction from CLS colleagues in Toulouse, and supervision from direct line manager in Woods Hole Group.

PERFORMANCE EVALUATION: Based on:

- Reaching mutually agreed upon sales objectives for products and services
- Ability to contribute to new business opportunities
- Quality of reports and proposals
- Teamwork and ability to work effectively with colleagues
- Client satisfaction with pre and post sales support

QUALIFICATIONS

Undergraduate degree in Ocean Sciences/Engineering or closely related field is required; Master's degree preferred. 2-5 years of related work experience is a plus. The candidate will travel North America on a regular basis, and international travel required (typically once or twice a year with initial ~3 months training in Toulouse). Excellent English oral communication, technical writing, interpersonal, and teamwork skills will be needed, as well as functionary knowledge of business software including MS Word, Excel, and PowerPoint. Proof of eligibility for employment in the United States is required.

GENERAL INFORMATION

- Full time, salaried position.
- Benefits package includes 401(k), health insurance, and competitive vacation policies.
- Based in Lanham, MD or Bourne, MA

Individuals who succeed at Woods Hole Group are pleasant, hard-working, self-starters who share our passion for innovation and commitment to high quality work. Further information about the company: www.woodsholegroup.com

If this opportunity matches your experience and career visions, please send resume outlining education, work experience and salary history to:

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E-mail: cadomanis@woodsholegroup.com

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