

Date: November 2019

Position: Director, Sustainable Fisheries Management Business Development Unit

Location: Lanham, MD office

Status/Hours: Exempt, full-time, includes travel

Date of Commencement: As soon as available

THE IDEAL CANDIDATE WILL POSSESS THE FOLLOWING ATTRIBUTES:

- Strategic, goal-oriented thinker with focus on revenue growth
- Strong team leadership and motivational qualities, with a hands-on approach
- Working knowledge of satellite-based data collection capabilities with environmental applications
- Passion for the environment and fisheries
- Other characteristics:
 - Ability to create strong, relevant and mutually beneficial partnerships that will facilitate business development growth
 - Business management, planning, budgeting and P&L experience
 - Group presentation and public speaking skills
 - Excellent technical writing capability
 - Sound judgment; ability to multi-task; decision maker

Duties and Responsibilities

Under the direction of the CEO of the WHG and the Director of Fisheries for the CLS Group, the Director shall:

1. Develop and manage the Fishing Vessel Monitoring System (VMS) market and related products and services, including, but not limited to Electronic Monitoring, Fisheries Management Solutions, Ocean Intelligence and Analytics Recommendations, Fleet Tracking, Catch Data and Vessel Operations Reporting, sold throughout all of North America.
2. Drive business development, including defining new markets and needs for innovative products and services.
3. Meet or exceed financial goals set together with the CEO for this Business Unit; monthly financial reviews and actions to achieve plans and optimize margins.
4. Motivate and lead members of the Sustainable Fisheries Management Business Unit, including staffing decisions (e.g. hire, fire, train, review and reward)
5. Cultivate and maintain strong and mutually respected personal interconnections at all levels of CLS Toulouse, NOAA/NMFS, Iridium, and the Argos/Iridium transmitter manufacturing community.
6. Submit proposals on a regular basis to US Government agencies and/or non-profit entities to capture funding for technical/science projects.
7. Conceive and implement creative and significant initiatives and events to promote corporate goals.
8. Generate a weekly report of Sustainable Fisheries Management activities to WHG CEO for inclusion in Company-wide report sent to CLS Toulouse.
9. Become part of the senior management team of the WHG



Supervisory Role

The Director will have direct supervision of the Customer Service Manager, Logistics Manager, Sales Manager, Products Development Manager, and the Sales Associate.

Educational and Experience

Qualifications for this position are a Bachelor's Degree in Fisheries Management, Environmental Science/Engineering, or a related field of study. Ten (10) or more years of work experience in technical business development is a real plus.

Working Environment

The work is performed primarily in an office environment and involves use of computers and other office equipment. Normal working hours (40 hours/week) are scheduled during the office hours of 8:30 am. - 5:00 pm., Monday through Friday. In addition, the Director may be called upon to work other than established hours in order to satisfy a particular job requirement, and for travel.

Physical Demands

The work is principally sedentary in nature. The individual must be able to operate a computer and other office equipment and speak over the telephone. There are no unusual physical demands of this position.

Travel

The job may require local, national or international travel, occasionally involving weekends. Out of town travel is estimated at 25% of the Incumbent's workdays annually.

Salary

DOE

Benefits included

- Competitive wages and a performance based bonus compensation program
- Aggressive 401(k) matching program
- Paid health insurance
- Paid vacation/holidays
- Casual work environment

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

E-mail: fisheriesdirector@woodsholegroup.com

www.woodsholegroup.com

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