

Business Development Manager Americas

Position: Business Development Manager Americas
Qualification: Bachelor's degree
Location: Canada

About XOCEAN

XOCEAN is an ocean data company – we collect data for clients ranging from mapping the seabed to monitoring the environment. However, we do this differently, instead of using conventional crewed survey ships, we have developed a marine robotic system known as an Unmanned Surface Vessel (USV).

Overview

Lead the sales and new business development strategy, to establish a strong presence in the Americas.

Main Duties & Responsibilities

Responsibilities will include:

- Proactively develop a business development and sales plan to identify, assess and propose solutions to our target market.
- Develop strong relationships with key stakeholders and understand their strategies to identify areas for new business development and sales.
- Develop marketing activity in conjunction with the marketing manager to support sales and business development in the Americas.
- Provide business oversight in preparation of proposal responses
- Provide expert advice and recommendations on contract terms & conditions for all tenders and new business proposals aligned with the Company strategy.
- Provide direction to Chief Commercial Officer and senior leadership team on best tender contract structure, terms & conditions and ensure effective management of the overall contract during contractual performance.
- Perform contract negotiations with the customer including higher level negotiations and contract definition.
- Identify and resolve contract and proposal issues, risk areas, and implications of emerging contractual issues.
- Interact daily and effectively communicate with CCO, relevant stakeholders, and clients.
- Monitor and report on all sales activity to senior leadership team.
- Conduct regular market analysis research for sales and marketing activities in this region and report to Chief Commercial Officer on trends, data, analysis etc.

Requirements: Essential Skills / Attributes and Experience

- 10 plus years' working experience in the Surveying industry.
- Bachelor's degree
- Strong Experience with project management/change management with a track record of success.
- Senior stakeholder management and communication experience.
- A high level of integrity is essential as well as an understanding of the importance of protecting the interests of the company while also assuring customer satisfaction.
- Fosters a high-performance culture through aligning performance expectations with overall business goals. Encourages an open exchange of information and viewpoints, actively listens to others.
- Translates development goals into actionable plans. Makes timely, confident decisions.
- Results orientated, proactive and reactive
- Experienced contract tendering, sales management, and acquisition of surveying contracts.

Desirable Experience

- Proven Technical Sales or New Business Development experience in the Surveying industry.
- Hydrographic Surveyor Qualification – Cat A or Cat B

Apply

- Applicants must demonstrate how they meet the essential criteria. Desirable criteria may be used for further shortlisting.
- We thank all candidates for their interest, however due to very high volumes, only those who are selected for further consideration, will be contacted directly.
- Closing date for applications is 9th October 2020
- Please apply online and follow the instructions, or submit your CV to careers@xocean.com.