

Sales Engineer –US and International

A fantastic opportunity to join a world-leading product manufacturer of Stabilization and Ship Ride Control Systems for the commercial ship, military ship and luxury yacht market sectors. In this role the primary focus will be on product sales to the luxury yacht sector.

Position Description

Immediate opening based at Naiad Dynamics US, Inc. Shelton, Connecticut head office. We are a dynamic team of professionals manufacturing and selling our highly successful technology-based products worldwide. We are seeking an organized, efficient, self-starter with an enthusiastic attitude to join our Sales team.

In summary, the position entails interacting with customers (B2B and B2C) throughout the US and internationally to gain understanding of vessel requirements (intended usage/mission/objectives) to effectively promote and sell ND product solutions. Applications range from new ship and luxury yacht construction to retrofits. This role serves as the primary interface with customers to provide practical, efficient and best value ship motion control product solutions. Reasonably frequent travel.

Responsibilities

- Primary: proactively promote ND brand and products, seek out sales opportunities, stimulate customer inquiries and secure profitable ND product orders
- Listen and help assess vessel and owner requirements, support ND Applications team in determining most suitable ND product application.
- Technical coordination with Applications and shipyards and naval architects and others as required to support product sales.
- Prepare and issue quotations, assess competitive environment, negotiate and secure orders/contracts.
- Build sustainable company-focused working relationships with Owners, Shipyards, Naval Architects, Captains, Brokers and other decision makers and influencers.
- Travel as necessary to attend sales meetings at key customers worldwide
- Attend and support ND sales efforts at international trade shows, conferences and exhibitions
- Prepare sales reports, visit reports and presentations
- Maintain Customer Relationship Management database and quote log
- Support forecasting and budgeting
- Other duties reasonably assigned by management

Candidate Training and Skills Requirements

- BS in either Naval Architecture or other suitable Engineering discipline
- Min 5 years prior work experience
- Salesmanship, excellent interpersonal and communication skills, ability to persuade and negotiate system contracts with emphasis on mutually beneficial (“win-win”) outcome.
- Ability to represent the company professionally (“goodwill ambassador”)
- Ability to balance objectives with constraints to determine the most appropriate/practical/successful ship motion control solution, and support the sale thereof through reasoned technical arguments.
- General technical understanding, basic knowledge of hydraulics, mechanics, electronics, software, as it combines to form an overall system. Working knowledge of ships and/or marine industry beneficial.



- Fundamental understanding of for-profit business enterprises, including margin maximization, risk reduction, etc.
- Computer and technical literacy including use of company computers, systems, and databases to effectively and efficiently perform job duties. Proficiency with MS Office, including Word, Excel.

Personal Attributes

- Self-starter, positive attitude, self-motivated to continuously advance the objectives of the company
- Well-spoken, ability to effectively communicate and interact with customers and influencers
- High ethical standards
- Ability to work independently and be highly responsive to customers
- Fast and accurate—timely and reliable work
- Professional demeanor, performance and poise while under pressure

About Us

Naiad Dynamics US, Inc. is a well-established Naiad Maritime Group, Inc. company with operations in CT, MD, and FL USA, with affiliated companies in the Netherlands and United Kingdom. We engineer, manufacture and supply high quality specialized ship systems throughout the world.

We offer a comprehensive benefits package including major healthcare coverage, dental, 401(k) with immediately vested 100% company match, disability insurance, life insurance, and an employee profit sharing program. Benefits are subject to policy/plan details.

Send resume with salary history/expectation in confidence to:

NAIAD DYNAMICS US, INC.

Attn: Human Resource Manager

50 Parrott Drive, Shelton, CT 06484

Telephone: 203-929-6355 / e-mail: HR@Naiad.com

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www.naiad.com