

## **Business Development Manager - Europe**

Sealite Company Overview video - <https://youtu.be/-e8fC6tBZvE>

### **About Us**

**Sealite** is the world's largest privately-owned manufacturer of solar-powered marine and aviation navigation equipment.

We lead innovation in our field and are widely represented with locations in the UK, USA and Singapore, shipping our market-leading products to over 100 countries.

Sealite aims to build a culture that celebrates success and strives for industry best practice in everything we do. We promote a safe, happy and healthy work environment and are excited to offer this role reporting to the European office in Lowestoft, Suffolk or utilise our flexible European working from home arrangement.

### **The Opportunity**

This exciting role will develop and grow revenue across the European marine aids to navigation industry. With excellent communication skills, the candidate must be fluent in either Spanish, French and/or German as well as English.

This position is responsible for increasing sales and seeking out new opportunities with our existing customers and developing new customers.

### **About the Candidate**

With a high work ethic and strong organisational skills, you are able to travel freely throughout the European territory. The successful candidate will also have:

- Relevant experience in the Marine Aids to Navigation or similar industry.
- Strong experience in value-based technical selling in ports and maritime.
- Excellent skills in distributor and account management, and business development.
- Experience in influencing complex multi stakeholder decision makers.
- An electrical or mechanical engineering qualification or equivalent technical sales experience.
- Experience using Salesforce or a similar CRM package.
- Advanced Microsoft Office skills.

Some of the responsibilities of the role include:

- Developing and executing the business development plan in your territory.
- Owning the relationships for all commercial, technical and after-sales support matters.
- Liaising with prospects to understand the decision-making purchase process.
- Working collaboratively across functions to deliver customer product solutions.

Regular travel throughout Europe is required to develop and maintain the territory. However, due to COVID-19, travel restrictions are currently in place until further notice.

#### **What we offer in return**

Sealite aims to build a culture that celebrates success and strives for industry best practice in everything that we do. We promote a safe, happy and healthy work environment that includes:-

- Annual salary review
- Bonus available
- Statutory Holiday
- A passionate group of colleagues with a common goal

An attractive salary will be negotiated with the nominated candidate, based on experience.

#### **To apply**

Please email your application to [ukhr@sealite.com](mailto:ukhr@sealite.com) including your resume and covering letter outlining why you should be considered for this role. Applications should be addressed to:

Liz Mason  
Office Manager  
Sealite United Kingdom Limited  
11 Pinbush Road  
Lowestoft  
Suffolk  
NR33 7NL

To learn more about Sealite, visit our website at [sealite.com](http://sealite.com)

*\*Please understand that we cannot respond to each individual application. Only short-listed candidates will be contacted.\**