

Job Title:	Subsea Sales Manager
Department:	Sales - WFS Subsea
Location:	Westhill, Aberdeen, with regular and frequent trips to the Livingston Office
Reports to:	Sales & Marketing Director
Employment Category:	Full-time
Package:	£Competitive + Share Options
Company Overview:	<p>WFS Technologies is the world leading supplier of low frequency radio systems for through-water and through-ground wireless communication, location and navigation. The company's innovative products are targeted at oil & gas, environmental and consumer markets.</p> <p>WFS is seeking Oil & Gas focused Subsea Sales Manager to join the WFS team at our Aberdeen office.</p>

JOB SUMMARY

The Subsea Sales Manager will have a global role covering oil and gas opportunities.

RESPONSIBILITIES

- Achieve, or exceed, mutually agreed sales targets
- Contribute to Sales Strategy, including identifying market size, target customers and market opportunities
- Win new customers and secure new business
- Retain existing customers and secure follow on business
- Call and meet potential customers, generate sales proposals, negotiate sales
- Plan and execute routine and specific customer visits
- Attend relevant and approved Trade Shows, Exhibitions, Workshops Conventions and other Networking opportunities as appropriate
- Provide detailed feedback on all activities to WFS management (contact reports, detailed weekly reports, sales forecasts, etc.)
- Maintain customer files and database within established WFS systems
- Input to compilation and presentation of technical papers as appropriate
- Input to and compile marketing materials (presentations, cases studies, datasheets, etc.) as appropriate
- Input to product roadmap based on market insight and customer feedback
- Provide feedback on new areas of IP potentially patentable applications
- Work with WFS Sales Agents and Representatives as appropriate to promote and assist with winning business
- Support implementation of Management Systems and Procedures
- Convey a professional image of the Company at all times
- Carry out other tasks within the competence of the role.

REQUIRED EXPERIENCE

The person in this role must be a confident people manager with the ability to influence people. This individual must demonstrate strong leadership acumen and the ability to communicate well at senior level, both within and outside the company.

- At least 5 years sales experience in subsea oil and gas
- Experience of dealing with high level individuals in the Aberdeen market place
- Track record of delivering against sales targets
- Proven ability to introduce new technology to the market as well as selling viable solutions
- Excellent verbal and written communications skills
- Self-starter with high energy levels who thrives in a fast-moving environment.

PERSON SPECIFICATION

- Very strong organizational abilities, oral & written communications and interpersonal skills.
- Self-directed, organized, systematic, punctual, and goal-oriented.
- Proficiency with Microsoft Office suite of products including Excel, Word and PowerPoint, Project and Access.