



Prepared by: EVP Vessel Services
Hiring Manager: EVP Vessel
Services
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Job Description

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POSITION TITLE: Manager, Sales

LOCATION: Plainsboro, NJ

REPORTS TO: VP- Sales

POSITION(S) SUPERVISED: None

REQUIRED QUALIFICATIONS

- Bachelor's Degree or equivalent experience
- 5+ years experience in sales to the marine transportation industry or other qualifying experience
- Microsoft Office (Word, Excel, PowerPoint, Outlook)
- Ability to learn quickly
- Strong aptitude for sales and able to follow leads aggressively
- Excellent interpersonal skills
- Excellent written and oral communication skills
- Ability to function effectively on teams
- Ability to travel domestically and internationally for extended periods
- Ability to attend after-hours networking functions and association meetings

PREFERRED QUALIFICATIONS

- Familiarity with Coast Guard, and other state and federal regulatory agencies as well as the response process

DUTIES AND RESPONSIBILITIES

- Prospects new sales leads and follows up in a timely manner
- Sells company vessel services products and all other company services as appropriate.
- Explains to clients how using Company products and services would help their business
- Needs to be familiar with what the Company offers (products and services) to get business from clients
- Manages sales accounts for the Company
- Develops and gives sales reports
- Travel domestically and internationally – approximately 90 days annually
- Other duties as assigned

(An EEO/AA/MFDV Company)