

Sales Manager North America

Organization: Rockland Scientific International Inc. **Sector:** Ocean Science & Technology
Address: 520 Dupplin Road, Victoria, B.C.,
Canada, V8Z 1C1
Position Title: Sales Manager North America **Department:** Sales & Support
Reports To: Director of Sales & Support **Location:** Victoria, BC or Seattle, WA
Position Type: Full-time Permanent

Company Overview

Rockland Scientific Inc. is a growing, privately held company, with headquarters in Victoria, British Columbia, Canada. Our core purpose is to enable scientific progress by creating novel & technologically superior oceanographic measurement solutions that help scientists understand ocean mixing & climate change. Our customers are researchers within the fields of oceanography and limnology, focusing on climate research, deep-sea research, and coastal zone dynamics. Rockland is the foremost manufacturer of turbulence measurement systems for oceans, rivers, lakes, and laboratories and we pride ourselves in being the experts in our field. Rockland solutions enable our customers to be successful in their data collection goals.

Rockland is also the exclusive North American representative for the Oceans & Rivers line of instruments from JFE Advantech Co. Ltd. (JAC). JAC products are used by universities, research institutes, and monitoring agencies to measure physical and biological parameters in water.

Job Summary

Rockland Scientific is seeking an enthusiastic Sales Manager for North America to join our team. The core responsibility is to grow the sales funnel and achieve sales targets by (a) proactively communicating with new and existing contacts & accounts to consultatively guide customers through the sales process, and (b) increasing brand awareness and turbulence application mindshare throughout the ocean and climate research market.

Position Qualifications & Requirements

- 3-years minimum technical sales experience
- Team player who can also thrive in self-managed and independent environments
- Graduate degree in oceanography, limnology, marine sciences, physics, or engineering.
- Existing professional network and potential customers in the ocean technology sector
- Sensor and/or vehicle deployment experience in oceanographic/limnological field conditions
- Proficient in Salesforce CRM

Duties and Responsibilities

- Generate new contacts, opportunities, and sales for Rockland products in North America (NA)
- Generate new sales for JAC solutions in NA
- Grow sales revenue and achieve sales targets
- Liaise between the end user and Rockland Support Team to help resolve customer support cases for Rockland products.

- Liaise between the end user and technical support resources at JAC to help resolve customer support cases for JAC products.
- Report activities via weekly teleconferencing
- Report quarterly/annual performance
- Respond timely to customer inquiries
- Plan and execute sales trips and trade show events in NA and some international
- Plan and participate in customer training workshops
- Daily communication with customers
- Daily communication with co-workers via MS Teams and other tools
- Daily CRM updates in Salesforce

Working conditions

- Multi-day travel required
- Occasional Heavy lifting
- Working independently

What we offer

- Permanent Full-time employment
- Competitive pay based on experience and technical skill level
- Opportunities to take part in job-related training and development
- Extended Health Benefits, Life, AD&D, Critical Illness, and Long-term disability
- Personal Health Spending Account
- RRSP matching contributions
- Join a diverse team making a difference in the scientific field to understand climate change.

Apply

If you are interested in applying, please send your resume and cover letter to the email: hr@rocklandscientific.com, with the subject line **Sales Manager, North America**.