



Title of Position: Sales Manager

Department: Sales

Reports to: Sales Director

Based: Port Solent, UK or Remote

Cyclops Marine are recruiting for the position of Sales Manager to join its existing sales team. This is an excellent opportunity for a driven sales candidate to take the brand onto its next level with its current account base as well as searching out new business opportunities.

The Company

Founded in 2018, Cyclops Marine brings together wireless load sensing and sailing expertise with the aim of being the industry standard in load sensing for marine applications. In the past load sensing has only been available to race teams and super-yachts, with our technology sensors are easy to install, can be used on any boat, and provide useful information that is easily understood by all – bringing America's Cup technology to everyone. Our foundations were laid at Cambridge University, home to some of the world's leading experts in load sensing technology. We have developed our technology working with TP52, IMOCA and Americas Cup teams. Our team has grown to include more technical & commercial expertise and high level sailors. We spend a lot of time speaking to customers, which helps us learn what works well and how to improve.

Principal Duties and Responsibilities

Ownership of new business development within assigned areas including resellers, sailmakers, distributors and OEMs.
Driving the implementation of the sales strategy, setting, and then delivering to the annual sales budget to these assigned areas, with an expectation for international travel
Align and thrive within the dynamic culture and values of the business
Align sales activity with the KPIs for the sales function, including visit rates, order conversion rates, territory performance etc... reporting them on a monthly basis to the Sales Director ahead of the monthly management meeting
Building strong service oriented relationships with the existing customer base
Visiting customers and supplying product training and support as necessary
Attend trade fairs and or exhibitions as determined by the company
Assist with product development through clear reporting of market trends and occasional market visits with design team members
Cultivate and support ambassadors across a range of sailing disciplines to promote Cyclops and gain honest product feedback

Person Specification

Have both written and verbal proficiency in English & French (other languages a bonus)
Have 1-2 years' experience in sales

*Cyclops Marine Ltd, Registered Company No.: 115 672 40 VAT registration number: GB 304 8560 13
Registered Office: Unit 25 The Slipway, Port Solent, Portsmouth PO6 4TR, UK*



Be self-motivated, articulate and ready to learn how to sell load sensors.
Ideally will have some existing relationships with key race customers in the territories, knowledge of the IRC, ocean racing, shorthanded and inshore fleets would be an advantage.
Have strong administrative and analytical skills - must be proficient in MS Excel, Word, Outlook
Experience as a prepeatur, rigger, marine electrician, mechanical engineer or sailmaker is preferred but not essential.

This role can be adapted to the right candidate, with the part time or full time roles possible.

If you are interested in this position, or would like to find out more, please e-mail:
jobs@cyclopsmarine.com