



Job Title	Technical Sales Specialist / Sales – Marine Market
Department/Group	Business Development
Supervisor	Theodora Alexakis

Mission: Terragon is a leading environmental technology company that develops, and commercializes products to enable off-grid sustainability. The company’s vision is to enable the “total resource utilization (TRU)” habitat, whereby all waste streams are used to generate valuable resources for the site that is creating the waste. More information can be found on Terragon’s website – www.terragon.net

ROLE AND RESPONSIBILITIES

- Play a key role in the development and execution of a business plan to grow equipment sales in the marine market sector
- Develop, manage, and nurture new business accounts and partnerships
- Prepare and submit proposals to potential clients
- Prepare and present professional, engaging and technical sales presentations on Company products
- Negotiate tender and contract terms to meet both the client and company’s needs
- Perform cost-benefit analyses
- Support marketing activities
- Have the ability to identify applicable regulations with respect to potential sales opportunities

EDUCATION

- Degree in Marine Engineering or equivalent; Business degree an asset.

SKILLS

- 5+years of proven technical sales experience
- Knowledge of marine industry and ship operations
- Available for travel
- Technical aptitude and a clear understanding of sales processes and requirements.
- Excellent oral/written communication skills in English (French an asset)
- Knowledge of Microsoft Office and CRM program (an asset)

ADDITIONAL NOTES

QUALIFIED AND INTERESTED CANDIDATES, PLEASE SEND RESUME TO CAREERS@TERRAGON.NET. WE THANK ALL APPLICANTS FOR SHOWING AN INTEREST IN THIS POSITION. ONLY THOSE SELECTED FOR AN INTERVIEW WILL BE CONTACTED.

Approved By		Date	
Last Updated By		Date	



TERRAGON
Technologies de l'environnement inc.
Environmental Technologies Inc.

Job Description