



Nortek is a global ocean technology leader that provides acoustic water velocity sensing and subsea navigation instruments, which are used to help scientists and engineers study and explore the world's oceans. We build products that span in use from educational settings to the top scientific institutes and offshore engineering companies in the world. Our products continually push the envelope into groundbreaking capabilities enabling new science and innovative vehicle development. We continually develop an ocean-aware organization and people culture that enthusiastically serve those harnessing energy, optimizing sustainable food production, defending lives, rehabilitating watersheds, studying climate, predicting weather, protecting shorelines, and exploring the deep.

NortekUSA Business Director - Boston

Nortek seeks to hire a Business Director for our US Headquarters in Boston, MA.

Areas of responsibility include:

Operational Oversight – You will be responsible for the day-to-day management of a group which includes technical salespeople, a technical support team, and development engineers. This includes goal setting, motivation and team building, conflict resolution and problem solving, and legal and budget compliance.

Sales Management – The area of responsibility is one of Nortek's largest and most important market segments. A major part of this role is to ensure sales engineers have the tools they need to be successful and are kept on track toward their goals. This role also includes sales responsibility for major key accounts.

Business Development – This role includes seeking out new business opportunities and developing strategies to attain them. Ocean technology is a rapidly growing business segment seeing a proliferation of start-ups, business expansions, and new research. Creativity and drive will be important as you ensure Nortek technology is central to these expanding initiatives.

Finance – You will be responsible for developing and adhering to the organization's yearly budget as well as providing oversight on the organization's P&L, balance sheet, and cash flows.

Compliance Oversight – Liaising with counsel when necessary, this role is responsible for assuring the organization complies with business law, export control regulations, and government and corporate contracts.

Prior track record of success should include:

- 5+ years B2B sales management or leadership experience
- Establishing a culture of accountability through setting performance standards
- Sourcing, interviewing, and hiring talent
- Calling on scientists, research institutions, and/or consulting engineers
- Representing a technically complex product
- Covering a vertical market
- Budget responsibility
- New customer prospecting and acquisition
- Demonstrated organizational leadership capacity
- Developing or assisting in the development of business strategy and plans



Additional favorable experience includes:

- Ability to understand and interpret technical information
- Marine technology or instrumentation background
- Prior experience selling into multi-level organizations
- Math, physical science, or engineering, with an ability toward finance or accounting

The benefits package includes:

- Health, vision, and dental insurance at 100% employer contribution for individual coverage and 75% employer contribution for all additional levels
- 13 hours per monthly pay period of vacation after 3 years of employment
- 40 hours of sick time per year
- 12 State and Federal Holidays, local Massachusetts holidays may be treated as floating holidays
- 401k plan with company safe harbor matching contributions of up to 5% (automatically fully vested).

25% travel required

NORTEK is an entrepreneurial, growth oriented company receptive to individual ideas and initiatives. If dealing with clients passionate about the ocean sounds like an interesting opportunity, please upload your CV and cover letter.

[Apply for this job](#)

