



The engine that drives Nortek is its multi-talented, global team, comprised of people who are authorities in their field. A world-class design and development group, a client-facing sales team with direct technical industry experience, and a spirited support and production team define our ability to serve as well as collaborate with our customers. We are growing – do you want to have fun and make an impact? Do you want to work in a pioneering field with global reach?

## Sales Engineer - Boston

### Job Description

Nortek designs, develops and produces scientific instruments that apply the Doppler principle to underwater acoustics in order to measure water in motion, such as currents and waves. We provide truly innovative, robust, and accurate instruments, backed up by advanced software and comprehensive support to ensure customers maximize value from their measurements. Our solutions make a big difference.

Nortek's product portfolio ranges from wave measurement systems to single-point turbulence sensors and oceanic current profilers. Our product range covers four themes ocean waves, ocean currents, turbulent flow and subsea navigation. These instruments are used by scientists, researchers and engineers at renowned institutions and government agencies worldwide.

The accuracy of a subsea navigation system largely depends on the quality of a sensor called a Doppler Velocity Log (DVL). This instrument is found on all underwater vehicles, such as ROVs, UUV/AUVs, and diver handheld systems where accurate navigation and positioning are critical. Professional users are rapidly turning to the Nortek DVL for the quality, reliability, and accuracy it delivers.

Sales Engineers are critically needed to maintain Nortek's traditional attentive client support and interactive business model. The ideal candidate will be an energetic hunter focused on generating activity and finding users that can benefit from our technology. You will have a genuine interest in seeing clients succeed, their work publicized, and being a part of pushing the envelope in ocean research and operations. You should also enjoy speaking with prospects, traveling, organizing demonstrations and workshops (after extensive training), and working with your colleagues to come up with new ideas.

You will also gain international work experience, while enjoying the work-life balance cherished by a Scandinavian company with Norwegian roots.

### Requirements

#### **The ideal candidate should have prior experience that includes**

- Three to five years technical sales experience OR work experience in the subsea market, offshore energy, and sales DNA
- Calling on scientists, engineers, underwater vehicle manufacturers, and senior sales or marketing executives
- An interest in markets such as oceanography, coastal engineering, marine science, fisheries, subsea vehicles, offshore energy, or hydraulic laboratories.
- A Bachelors or Masters degree in a science or engineering field OR a marketing, business, or communications degree with experience working for a subsea related industry.



**Additional experience should include strong capabilities in the areas of**

- Prospecting for and qualifying new business
- Relaying complex technical information
- Distinguishing a product from an established competitor
- Communicating the value proposition
- Public speaking and presenting to technical audiences at conferences, customers at their places of business, or small workshops

**Musts**

- US citizenship
- Valid drivers license or ability to obtain one within one month
- Professional demeanor, team-minded attitude, and genuine interest in client success

**Benefits**

**Training and Development**

Nortek offers a comprehensive training program and ongoing development opportunities including

- Product training, time depending on experience level, at company headquarters in Oslo, Norway
- Formal external sales training seminars and coaching
- Sales trips with senior employees
- Yearly Nortek global sales meeting hosted in Oslo or other subsidiary location

**Employee Benefits Include**

- Health, vision, and dental insurance
- 401k with matching contributions
- Paid vacation, holidays, and sick leave

**Contact person:**

**Dan Ritchie**

Business Director, USA

+1 857 869 2639 (mobile)

[dan.ritchie@nortekgroup.com](mailto:dan.ritchie@nortekgroup.com)

