



Job Description

Albion Marine Solutions provides project management, engineering, consultancy, and conversion services to maritime and offshore industries worldwide. Albion Marine Solutions is looking for a **Marine Sales Agent**. As a Marine Sales Agent, you'll combine technical knowledge with sales skills and respond to clients' queries.

Reporting: Report to the Director.

Location: Vancouver, BC, Canada.

Position Type: Full Time

Compensation: Commission-based job

Requirements:

- Bachelor's degree in engineering, business administration, or similar.
- **Knowledge of the local maritime industry is mandatory.**
- Three to five years of proven **Marine sales or marketing experience**
- Valid class 5 license
- Strong interpersonal and communication skills.
- Knowledge of advertising and sales promotion techniques
- Strong presentation skills and professional appearance

Responsibilities

- Close and grow sales through professional communication with existing and potential clients.
- Manage and interpret customer requirements – speaking with clients to understand, anticipate, and meet their needs.
- Communicate sales or service opportunities and customer concerns or suggestions.
- Identify and resolve client concerns, recommending a course of action to alleviate these concerns in the future.
- Coordinate company staff to provide exemplary service to customers.
- Expand market awareness of our products and our industry experience by communicating the features and benefits of our products and services effectively.
- Work with the engineering and procurement team to ensure customer project requirements are met.
- Maintain records of customer communications and contact information as required.
- Create technical presentations, webinars.
- Prepare responses to RFP (request for proposals) and RFI (request for information).
- Attend and participate in trade shows, conferences, and other marketing events.
- Maintain awareness of pertinent client information, future plans, and payment performance.
- Research market requirements and market data.
- Maintain knowledge of competitor products and identify and report intelligence on competitor pricing or marketing strategies.

- Submit a variety of sales status reports as required, including activity, closings, follow-up, and adherence to goals.
- Submit quarterly customer visit plans, schedule client meetings, and action plans for follow-up.
- Send legal documents to customers and send signed copies to HQ to file.
- Responsible for setting the customer's expectations.
- Any other job duty which will be described by the Director