

## **Sales Representative Americas based in Miami (FL)**

### **Our company:**

Notilo Plus is a young, innovative company based in Marseille and Lyon (France). The company developed iBubble, the first autonomous underwater drone that follows divers and captures beautiful footage, hands-free. Notilo Plus is currently launching large-scale production of the iBubble and is seeking to develop their sales in the United States, Canada and Mexico.

### **Job summary:**

We are on the lookout for talented, goal-oriented sales representatives that have a passion for helping their clients succeed. You'll work with dealers and clients in the Scuba Diving, Resort and Yachting industries and you'll be getting potential clients excited about the products that we offer.

We're looking for a professional who can quickly absorb and retain product knowledge and do product demonstrations. If you love a challenge and have a working knowledge of tech products and the scuba diving/yachting industry, we can't wait to see your resume.

### **Responsibilities:**

- **Present, promote and sell products to existing and prospective customers using solid arguments. More than 3 years' experience required in sales**
- **Focus sales efforts by studying existing and potential volume of dealers**
- **Reach out to customer leads through cold calling**
- **Organize the functional and technical demonstrations of iBubble**
- **Achieve agreed upon sales targets and outcomes within schedule**
- Perform cost-benefit and needs analysis of existing/potential customers to meet their needs
- Establish, develop and maintain positive business and customer relationships
- Participate in trade shows and events related to our market both during the work week and on weekends as required
- Frequent business trips – you will be travelling over 50% of the time
- Expedite the resolution of customer problems and complaints to maximize satisfaction
- Coordinate sales effort with team members and other departments
- Analyze the territory/market's potential, track sales and status reports
- Supply management with reports on customer needs, problems, interests, competitive activities, and potential for new products and services
- Contribute to team effort by accomplishing related results as needed

### **Requirements:**

- **Experience in sales in the scuba diving and/or yachting industry**
- **Experienced scuba diver capable of carrying out underwater demonstrations of the product: must have certification such as PADI rescue or PADI dive master**
- **Comfortable working from home with remote management**
- **A minimum of 3-5 years' experience in sales related to the industry, such as selling diving equipment from the manufacturer, luxury water toys, submarine photography equipment, etc.**
- Bachelor's degree in business, marketing or related field.
- Understanding of the sales process and dynamics.
- A commitment to excellent customer service.
- Excellent written and verbal communication skills
- Superb interpersonal skills, including the ability to quickly build rapport with both customers and suppliers
- Fluency in a second language such as French or Spanish is helpful, but not required

### **Salary:**

- 90k/year: 65% fixed, 35% commission + health insurance and 401K