

RMK MERRILL-STEVENSONS

Electronic Systems Sales Engineer Job Description

Summary

RMK Merrill-Stevens, Florida's Oldest Shipyard, is recruiting an **Experienced Electronic Systems Sales Engineer** to join our team. Our shipyard is under Major Renovation and provides work of the highest international standards to meet Classification Society Requirements of ABS, Lloyds and the US Coast Guard.

We are seeking a strong team player with a custom integration background driven to grow and develop lasting relationship with our team and their customers. We offer strong back-office sales support, print, digital and social media marketing, and participate in the major regional boat shows.

Job Responsibilities:

- Consultative support for clients with addressing questions and concerns.
- Deliver and negotiate sales with clients.
- Develop a sales strategy to gain customer understanding of company products offering.
- Participate in trade shows, special product demonstrations and other events to help increase sales and productivity.
- Report sales and progress to operations and/or management on a weekly or monthly basis.
- Develop sale justifications, prepare proposals, make presentations, and perform necessary follow-up for successful sales and deals with potential clients.
- Reaching out and cold calling potential buyers/clients.

Required Experience and Education:

- High School Diploma or GED Required.
- Bachelors or Associates degree preferred.
- Must be knowledgeable in the electronic systems sales cycle.
- Experience in design, specification and sales of NavComm, entertainment, IT and lighting systems.
- Proficiency with Microsoft Office Suites and Visio/CAD required.
- Adobe creative suite experience a plus.
- 5+ years' experience selling custom integrations for yachts in a high-quality marine sales environment highly preferred.

*To support our Major Renovation, we are hiring
Experienced Marine Professionals in All Departments including
Marine Trades, Project Management, Shipyard Services and Facility Maintenance.*

RMK Merrill-Stevens is an Equal Opportunity Employer