



Position: Sales Manager

Location: North Kingstown, Rhode Island

Senesco Marine, LLC is accepting resumes for a **Sales Manager** to acquire new business and secure work for new construction and repair of commercial vessels.

Job Functions and Responsibilities:

- Conducting market research for new opportunities in new vessel construction and repair
- Developing and executing sales strategies for identifying potential customers for company products and services
- Initiating vessel sales and establishing customer client relationships
- Maintaining database of sales calls and contacts of potential customers
- Negotiating selling price and vessel construction terms
- Acting as primary liaison for customers, throughout sales, design and implementation phases
- Coordinating travel and time expenses to effectively and efficiently make sales calls
- Attending industry-related trade shows
- Understanding Marine construction and repair and the shipyard's capabilities to deliver superior product

Qualifications: Experienced in developing and presenting shipyard proposals and negotiating tenders; extensive sales and marketing experience and a demonstrated ability to close deals; excellent network within the maritime industry in the Americas, as well as strong working knowledge of ship systems and equipment; must have excellent presentation, interpersonal and communication skills; must be able to interact will all levels of management.

To Apply:

Send Resumes to Michael Foster- Vice President & General Manager

mfoster@senescomarine.com or Fax 401-294-4140

Michael J Foster

Senesco Marine.LLC

10 MacNaught Street

North Kingstown RI, 02852

Web: www.senescomarine.com