

OPT

OCEAN POWER TECHNOLOGIES

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Job Description

Job Title

Technical Sales Engineer

About Ocean Power Technologies:

Headquartered in New Jersey, Ocean Power Technologies aspires to transform the world through durable, innovative and cost-effective ocean energy solutions. Our PB3 PowerBuoy™ uses ocean waves to provide clean, reliable and persistent electric power and real-time communications for remote offshore applications in markets such as oil and gas, defense, security, science and research, and offshore connectivity. To learn more, visit www.oceanpowertechnologies.com.

The Role:

OPT is seeking to expand the Sales team in Houston by adding an experienced and knowledgeable Sales Engineer. The Sales Engineer will work in business to business sales which involves selling our PB3 PowerBuoy and providing technical insight to our clients and potential clients.

Responsibilities:

- Partner with regional Sales, BD and Engineering team to develop winning solutions based on customer requirements.
- Work closely with clients and customers from conceptual design/proposals through completion of product sells.
- Prepare technical section of bids, including product, system, installation, maintenance, and Recovery.
- Prepare concept graphics and sketches of OPT solutions.
- Develop preliminary estimates and cost of hardware and services.
- Defining and executing sales territory plans including recommendations for materials or machinery improvements to clients.
- Communicate and consult with clients to understand their needs.
- Conducting research and identifying potential clients, contacting prospective customers, arranging meetings and presenting our products.

The Ideal Candidate will have:

- Degree in an Engineering discipline, electrical a plus
- 10+ years of experience, combination of engineering and technical sales.
- Experience with Marine Operations or Subsea Production Systems.
- Instrumentation and Oil and Gas Production, Controls Systems experience a plus
- Experience or knowledge in Oil and Gas, Science & Research, Communications and Defense a plus.
- Offshore & Subsea FEED or Systems Engineering experience is a plus.
- Strong Technical writing ability.
- Comfortable with cold calling, meeting face-to-face with prospective customers.
- Strong presentation skills.
- Able to work remotely, with minimal supervision.
- Ability to travel (periodic travel overseas).