

# 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](http://www.oceanpowertechnologies.com).

#### **The Role:**

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

#### **Responsibilities:**

- Partner with regional BD Teams 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).