



Position Title:
Business Development Manager

ADG is seeking a Business Development Manager to join our team in Albany, NY!

Aquatic Development Group (ADG) is a recognized leader in the planning, design, and construction of indoor and outdoor waterparks and aquatic features as well as the manufacture of specialty leisure and entertainment equipment. For more than 50 years, ADG has focused on innovative product systems and designs to create facilities for clients such as Sea World, Disney, Six Flags, Wet 'n Wild, Paramount, and countless other clients worldwide.

We are currently seeking an experienced Business Development Manager to join our dynamic team. This is a full-time, permanent, growth-oriented position within our rapidly expanding organization.

Reports to: Director of Business Development

Territory: North America & Caribbean

Qualifications:

- 5-10 years of business-to-business sales experience selling large equipment contracts
- Experience in C-suite sales is a plus
- Possess basic technical and mechanical aptitude
- Enjoy working individually as well as collaborating with a skilled team
- Strong written and oral communication skills
- Highly proficient in MS Office Suite (Outlook, Teams, Excel, Word), CRM, Adobe software

Job Summary:

- You will play a key role in the development of new business and the ongoing innovation of product and design solutions with a focus on ADG's complete line of wave generation systems. This role will augment the expertise and outreach capabilities of the Business Development Team.

Responsibilities:

- Responsible for the sale of all ADG product lines with a primary focus on ADG wave systems
- Pursue new business opportunities by providing wave system solutions to waterparks and resorts. This will include travel and attending client meetings in support of these efforts.
- Lead management and reporting
- Proactive prospect outreach



AQUATIC DEVELOPMENT GROUP

P.O. Box 648 | 13 Green Mountain Drive, Cohoes, NY 12047 | 518.783.0038 | aquaticgroup.com

- Position requires significant travel (appx. 50%) to meet with existing clients and develop new business (project) opportunities. Travel includes North America and the Caribbean
- Assemble custom sales presentations for prospective clients/projects
- Collaborate with the Director of Business Development, Executive Team, Product Manager, Marketing, and Engineering Departments in the development and delivery of waterpark and water ride deliverables, including assisting in the planning and scheduling of proposal delivery
- Provide input to the product, engineering and manufacturing teams for improved product design solutions of products
- Enhance the reputation and goodwill of ADG and ADG's products and services, acting always in the best interests of the Company
- Attend tradeshow and industry events

ADG offers a competitive benefits package including medical, dental and vision insurance, paid holidays/vacation, life insurance, and 401k with matching.

Please submit resume, cover letter and salary requirement to: Jobs@aquaticgroup.com.

