



Business Development Manager - ADG Wave Systems

Aquatic Development Group (ADG) is making more waves and we are in search of an adventurous and creative salesperson to lead our growth strategy.

After 50 years in business ADG remains North America's leading waterpark and wave pool systems designer, manufacturer and builder, having designed and built countless iconic waterpark projects and one-of-a-kind wave systems in North America and around the world. Yes, if you've ever been in a wave pool, boogie boarded on a FlowRider or floated down a lazy river...ADG probably built it.

If widgets or software sales opportunities don't inspire you, and you're ready to join a team that delivers fun, excitement and great memories to millions of adventure seekers and families...consider joining ADG.

Primary responsibilities include:

- Manage existing sales pipeline and develop new business opportunities
- Take a lead role in the development of proposals and presentations to nurture business opportunities and partnerships
- Provide sales support to three 3rd party sales agents
- Develop new international rep agreements
- Cultivate new international WGE sale opportunities
- Identify and develop new EpicSurf and international WGE sales verticals
- Collaborate with ADG product manager and engineering teams to develop client specific project solutions
- Maintain and cultivate existing ADG client relationships
- Work with ADG marketing to develop and implement marketing strategies
- Work with our COO to negotiate contract terms on proposals
- Gather useful information from customer and competitor data
- Attend industry trade shows

Qualification preferences:

- Bachelor's degree in business or management
- Successful track record in B2B sales and negotiation
- Impeccable verbal and written communication skills
- Strong listening skills
- Consummate sales personality
- Seasoned business traveler
- Basic mechanical aptitude and ability to read engineering and construction documents
- Experience with CRM

ADG offers a competitive salary & benefits package including matching 401k, medical, dental and vision insurance, a generous PTO policy and bonuses.

Please send resume and cover letter to: jobs@aquaticgroup.com