



Position: Business Development Manager – ADG Wave Systems
Department: Business Development
Reports to: Director of Business Development
Post Date: 08/15/2022

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 the North American leader in waterpark and wave pool system design manufacturing and construction, having designed and built countless iconic waterpark projects and one-of-a-kind wave systems throughout 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.

About the Company

ADG is one of the world's most respected water park and aquatic venue design, construction, and manufacturing firms in the industry offering a comprehensive range of products and services that continue to set the standard throughout our industry. Our commitment to innovation, creativity, and high-quality work is reflected in everything we do, whether that's manufacturing a single component for a wave system or building a complete 20-acre waterpark.

As part of our team, you will have the opportunity to be a part of some of the most dynamic and creative projects taking place in the industry today. While ADG's headquarters is located in Upstate New York, our projects span the globe. And our client list features the best of the best, including Sea World, Six Flags, Wet n' Wild, Dollywood, Marriott, Hyatt, Gaylord Resorts, Hollywood movie productions, and much, much, more.

ADG is a high energy work environment with fast paced deadlines. You are right for our team if you are a proactive problem solver with attention to detail, able to maneuver multiple projects at once and can easily handle multiple and often shifting priorities and get great satisfaction on a job well done!

About the Role

As Wave Systems BDM you will report to the Director of Business Development and be responsible for managing our existing pipeline of projects while developing new opportunities in the US and abroad.

Key Responsibilities

- Take a lead role in the development of proposals and presentations to nurture business opportunities and partnerships
- Manage 3rd party sales agreements
- Collaborate with ADG product manager and engineering teams to develop client specific project solutions
- Work with ADG marketing to develop and implement marketing strategies
- Gather useful information from customer and competitor data
- Attend industry trade shows
- Develop new international rep agreements
- Cultivate new international WGE sale opportunities

Qualified candidates should offer the following experiences and skills

- Bachelor's Degree in an applicable discipline
- Successful track record in B2B sales and negotiation
- Impeccable verbal and written communication skills
- Strong listening skills
- Seasoned business traveler
- Basic mechanical aptitude and ability to read engineering and construction documents
- Experience with CRM

Why ADG?

Our team members are hardworking, dedicated and highly respected within the industries that we serve. Our reputation has been built on delivering creative and innovative solutions with a "whatever it takes" approach to client satisfaction. The foundation of our success has been built upon the talents and integrity of our employees, and we value the contributions of every team member.

As you help build ADG's success, we are committed to helping you build a prosperous and successful future. We offer challenging career opportunities, competitive salaries, and a

comprehensive suite of benefits to promote the health and financial security for you and your family.

Every ADG employee is empowered to act in ways that make each day better, whether that's lending a hand to a colleague or bringing forward a new client solution or process improvement. Individually and collectively, our work achieves results that make a difference — for our clients, our client's customers, and ourselves.

Benefits

- Generous Paid Time Off
- Company Paid Holidays
- Comprehensive health care insurance plan that covers medical, dental, prescription, and vision.
- Competitive 401(k) program with employer matching contributions
- Daily “business casual” dress code
- And much, much more

If interested in applying for this position, please submit resume & cover letter to: jobs@aquaticgroup.com.