

Concord Marine Electronics is searching for an experienced inside/outside sales person.

We specialize in high-quality Audio Video Systems, LTE/5G Internet, High-Speed Satellite Internet, Satellite TV, and Navigation Systems. With over three decades of experience, we are known for delivering our projects on time, and on budget. Our expertise includes handling diverse projects such as new builds, refits, and system upgrades, supported by our AutoCAD designs and NMEA Certified technicians. As authorized Dealers for top brands, we tailor electronic solutions to meet the unique needs of each vessel.

Role Description

This is a full-time on-site role located in Fort Lauderdale, FL. As a Sales representative at Concord Marine Electronics, you will be working directly with Brokers, Captains, and Owners, helping them choose the best solutions for their Yacht Electronic Systems needs, and provide them with tailored competitive marine electronic solutions. Your day-to-day tasks will include prospecting new clients, conducting sales presentations, building and maintaining customer relationships, and providing technical assistance.

Qualifications

- Knowledge of Marine Electronic Systems, focused on Yachts over 80ft
- Resilient, go-getter, able to sell on value, not price
- Attend trade shows, company events, and networking events
- Ability to provide training and technical assistance
- Strong communication and interpersonal skills
- Excellent problem-solving and negotiation skills
- Local experience and connections in the yacht industry is a plus

Pay: \$35,000.00 - \$65,000.00 per year, depending on experience, plus commission

Benefits:

- 401(k) matching
- Health insurance
- Paid time off
- Uniforms

Call or email today for more details

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