



All American Marine is pleased to make you aware of a current job opening we have for a Sales Engineer. We would kindly appreciate your distribution of this job posting and will highly regard any referrals you can offer.

Full details can be found on our website and all applicants must apply via the website.

<http://www.allamericanmarine.com/about/job-opportunities/>

## Sales Engineer

**SUMMARY OF FUNCTIONS:** Responsible for a broad spectrum of tasks inclusive of, but not limited to: serving prospective and existing customers by identifying their vessel or project needs; developing or assisting with the company's naval architecture firm and the company's technical manager or other staff in engineering vessel and vessel production designs, drawings, plans, and specifications to meet customer needs; generation of CAD or 3-D drawings; preparing cost estimations; packaging of bids; and follow-up with sales leads in conjunction with the CEO and Vice-President of Business Development.

### **ESSENTIAL DUTIES AND RESPONSIBILITIES:**

- Works with AAM's Vice-President of Business Development to develop vessel sales leads and prospective customers.
- Works with AAM's Naval Architecture firm and with AAM's Technical Manager to examine and/or develop boat specifications in alignment with customer's desires.
- Prepares cost estimates by studying blueprints, plans, related documents, and consulting with other staff.
- Provide technical drawings where needed and dependent upon circumstances.
- Convey technical, design, and cost information to customers and their staffs.
- Complies with regulatory requirements promulgated by governmental and/or classification society regarding vessel safety and construction.
- Compile and package bid proposals.
- Maintains professional and technical knowledge by attending educational workshops, reviewing professional publications, and establishing business contact networks.
- Contribute to team effort of ensuring the success of AAM.

#### **OTHER DUTIES AND RESPONSIBILITIES**

- Travel is required as necessary for trade shows and/or conferences with prospective and actual customers.
- Assists in special projects or other functions as necessary or needed.

#### **SKILLS, KNOWLEDGE, ABILITIES**

- Knowledge of the boat building industry and experience in all phases of custom-designed, aluminum vessel construction is preferred, but comparable experience in similar-type work may be acceptable.
- Strong working knowledge of 2D CAD software and an understanding of 3D CAD software, as well as understanding of MS Office and Excel.
- 4-year college degree – preferably in mechanical, industrial, or marine engineering/naval architecture.
- Strong writing and composition skills.
- Good time management and organization methods – able to multi-task.
- Strong communication skills.
- Successful track record of working as part of a team, as well as ability to work independently.

All American Marine Inc., located on the shores of Bellingham Bay, was founded in 1987 and specializes in the construction of custom tailored aluminum boats. Today, the company has become a leading builder of high speed passenger catamarans, survey craft, and research vessels. All American Marine is the exclusive builder for Teknicraft Design Ltd. catamarans in North America.

***All American Marine is an Equal Opportunity Employer. As required by 41 CFR 60-1.4(a), 60-300.5(a) and 60-741.5(a), qualified applicants will receive consideration for employment without regard to race, color, religion, sex, national origin, sexual orientation, gender identity, disability or protected veteran status.***