

Vice President Sales & Marketing

Position Summary

Responsible for all domestic and international sales, marketing, and coordinates sales with the Company's management, estimating, engineering and production departments. In addition, oversee the final commercial and governmental proposal preparation and bid process, working directly with potential new clients and the Company's existing ones.

ESSENTIAL DUTIES AND RESPONSIBILITIES INCLUDE THE FOLLOWING:

- A high level of management, leadership and communications skills are necessary.
- Lead the Company sales and Marketing Department and all its requirements.
- Oversee Company website.
- Prepare Company press releases.
- Maintain and develop new customer relationships.
- Attend industry events.
- Organize, setup and attend the Company trade shows.
- Review industry publications and trade magazines.
- Customer proposal and letter writing for the Company.
- Review vessel specifications and drawings.
- Review photography and video productions.
- Develop and maintain the department cost budgets.
- Evaluate and report of shipbuilding market trends.
- Consult and communicate with customers, the Company's senior management, estimating manager, department management employees, Company supervisors, Company workers, suppliers, vendors, sub-contractors or other individuals to discuss and formulate clear responses to vessel details, pricing, scheduling, estimates and resolve issues.
- Regular attendance at work and the ability to work flexible hours, including overtime, weekends, and holidays.
- A positive attitude, reliable attendance at work and the ability to work flexible hours and weekends as required.
- Perform other duties as assigned.

Supervisory Responsibilities:

Directly and/or indirectly supervise employees assigned to the Sales and Marketing Departments. Responsibilities may include interviewing, hiring, and training employees; planning, assigning, and directing work. Domestic and international travel along with overnight arrangements may be required.

Education/Experience:

Bachelor's degree from an accredited college, institute, or maritime academy, or fifteen to twenty years' shipbuilding production, sales, and marketing experience desired. An equivalent combination of education and experience may be considered.

Required Skills:

- Ability to communicate clearly and public speaking background
- The ability to analyze and interpret estimates, specifications, drawings, regulatory regulations, vessel designs, marine operations, market conditions, professional journals, technical procedures, or governmental regulations.
- Shipbuilding technical background in vessel repairs, conversions, and new construction
- Marine estimating
- Proposal writing
- Work with mathematical concepts such as algebra and geometry and have a marine engineering background. Such as fractions, percentages, ratios, and proportions to practical shipbuilding situations.
- Advanced Microsoft Windows, Word, Excel, Access, Project, AutoCAD, Photoshop, and Outlook or Outlook Express. Graphic arts, design, and photography experience
- Communications and people skills.

Desired Skills:

- A graphic arts background is a plus.

Behavioral Attributes:

Integrity, flexibility/adaptability, initiative, interpersonal skills, attention to detail and multi-tasking. Maintain the confidential integrity of details pertaining to Eastern Shipbuilding Group.

Employer Benefits

Company paid health, dental, and life insurance; other benefits include vision, disability, accident, cancer, and life insurance, pre-paid legal, paid vacation and holiday pay.

Eastern proudly honors American's Veterans for their service to our country and encourages all veterans to apply at our organization. Eastern Shipbuilding Group, Inc., is an Equal Opportunity/Affirmative Action Employer. All qualified applicants will receive consideration for employment without regard to race, creed, color, religion, sex, pregnancy, sexual orientation, gender identity, national origin, age, protected veteran status,

disability status or any other status or characteristic protected under applicable federal, state, or local laws. Pre-employment drug testing and physical required. For consideration, qualified applicants may apply in confidence at:

www.easternshipbuilding.com

Apply

Eastern Shipbuilding Group, Inc. - Human Resources
13300 Allanton Road, Panama City, FL 32404 or
134 S. East Ave., Panama City, FL 32401
HR@easternshipbuilding.com



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