

## BUSINESS DEVELOPMENT SUPPORT STAFF

SeaLandAire Technologies, Inc. is hoping to add a business development team member to augment our fast paced research and development group. As our core capabilities and company grow, we want to pursue new market opportunities and a wider range of funding sources. The purpose of the position is to assist our management team to meet our upcoming company goals, many of which are related to diversification of our business strategies. By growing our overall sales, this individual will play an important role in launching SeaLandAire to a new level of success.

Job responsibilities center on creating and maintaining an excellent reputation with our existing and future customers in the defense and scientific markets. The two key areas where this will be practically implemented are organizing proposal writing efforts with input from lead engineers and general marketing activities. In addition to conducting market research, estimating risk vs. return on investment for various opportunities, presenting at trade-shows, and organizing product launches, this position is also responsible for managing SeaLandAire's web presence. This would include content management, obtaining release approval from Government agencies for project descriptions, press releases, and launching social media and online storefront for products. We are looking for someone can also contribute to various graphic design efforts such as brochures, datasheets, booth display, project logos, and web content.

The successful applicant must flourish in situations with multiple concurrent projects and deadlines. Careful organization and exceptional communication skills are a must. This position will require occasional travel to support meetings with customers and attend trade shows. Applicants should have proof of US citizenship and meet eligibility requirements for a security clearance. We are open to various arrangements of salary and/or commission based compensation; rates are negotiable, based on experience.

### Qualifications

- Ability / experience in writing proposals or grant submissions for funding
- Comfortable learning about & selling high tech products
- Website development / upkeep (WordPress & social media)
- Graphic design skills (Adobe Illustrator or similar)
- Highly proficient with Microsoft Office tools (Word, Excel, and PowerPoint)

### Education & experience

- Bachelors Degree in a Business, Marketing, Communications, Graphic Design or related discipline

### Personal characteristics

- Excellent written and verbal communication skills
- Meticulous and highly organized
- Strong interest in emerging technology areas, particularly in areas of environmental monitoring science & Geospatial Information Systems (GIS)

We would like to fill the Business Development support position by the end of 2Q 2014. If you're interested, please send your resume to our HR department ([humanresources@sealandaire.com](mailto:humanresources@sealandaire.com)).

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SeaLandAire is a small business founded in 1997. Our customers are typically in the defense and scientific markets and are interested in collecting trustworthy, actionable data in difficult or dangerous environments. We pride ourselves in developing and fielding the highest value solution for each customer.

Our specific areas of expertise include:

- Sensor systems
- Unattended sensor platforms
- Advanced energy systems

SeaLandAire offers a benefits plan which includes medical, AFLAC, paid vacation, and IRA retirement savings. We are located in Jackson, Michigan. For more information about SeaLandAire, please explore [www.sealandaire.com](http://www.sealandaire.com), and for more about the surrounding area, visit <http://www.visitjacksonmi.com> and <http://travel.michigan.org>.