



Career Opportunities March 2019

A+T is a fast-growing marine electronics company based in Lymington. We operate at the top of the yachting market, providing products of exceptional quality and excellent service for superyachts, full budget racing boats and large classic yachts. We also have a service department which repairs all types and manufacturers of marine electronics including instrumentation, autopilots and communications.

Immediately we are seeking:-

Sales Team – both Technical Sales and Outbound Sales Professionals

To increase our reach and work on outbound sales and follow-up to decision makers and influencers such as dealers, yacht builders, refit yards and yacht captains.

Technical Sales Person Responsibilities

- Responding to inbound enquiries and leads, keeping track and follow ups.
- Producing quotes and technical drawings.
- After-sales support and onward sales.
- Account management of dealers and refit yards.
- Hosting client meetings and presentations both in and out of office (most of A+T's clients are in Europe, the Caribbean, USA and Australasia).
- Attendance at Tradeshow.

Outbound Sales Person Responsibilities

- Implementation of sales plan.
- Pro-active outbound calls to decision influencers eg. Shipyards, Dealers, Yacht Brokers.
- Pro-active cold-call outbound sales to expand existing database.

Field sales and support

We plan to recruit and retain a number of professional navigators or technically aspirational trimmers. They will be sought after in their own right on the professional circuit and will assist A+T around their sailing work with support, sales, specification and input to design and testing in periods when not away sailing. This is a great opportunity for a small number of sailing professionals to build additional income, skill sets and further career options.

Software Engineer

C programmer with experience in real time applications with microcontrollers. Experience of Ethernet implementation, PIC processors/CCS Compiler, Hardware and PCB design all helpful.

Bench Service Engineer

We are looking for an experienced Bench Service Engineer to diagnose and repair microprocessor based marine instrumentation to surface mount component level working from circuit diagrams and own initiative.

Core skills will include:-

- Reading circuit diagrams and diagnose faults to component level
- Remove and replace SMT components
- Skills in wiring and mechanical fitting
- Use oscilloscope, multimeter and other bench test equipment
- Write clear job report
- Search for supply availability and cost of parts ready for quote

Longer Term

We will be looking for a Chief Operating Officer and a Marketing Director as well as further programmers and engineers. The senior positions are unlikely to be filled by anyone who is not an accomplished racing sailor from the grand-prix, classic or superyacht circuit.

To apply please send a cover letter and CV to gemma@AandTinstruments.com quoting ref ATW0319. No agencies please.