



## Join the team

January 2022

A+T design and manufacture instruments for the high-end yacht market of Superyachts and race boats. Founded in 2015 we have rapidly developed a leading position and full range of instruments with equipment on over 400 of the world's largest and fastest yachts. Our overriding goals are highest quality engineering, very good support and service.

**We are seeking:-**

### **Operations Director**

We are looking for an experienced Operations Director to oversee our company's operations and procedures.

This role is a key member of the senior management team, you will report directly to the board and be responsible for overseeing the day to day operations, establishing policies that promote company culture and vision.

- Oversee daily operations of the company (Manufacturing, Sales, Marketing, Finance, HR etc.)
- Design and implement business strategies, plans and procedures to support aggressive business growth targets
- Establish policies that promote company culture and vision
- Lead employees to encourage maximum performance and dedication
- Evaluate performance
- Input to relationships with suppliers

### **Sales Team**

This role would suit an entrepreneurial yacht captain wishing to come ashore or alternatively a sales professional with yachting experience.

Build contacts, make initial contact and then keep informed key groups including:-

- Shipyards and refit yards
- Yacht builders – high end production and custom
- Marine electronics dealers
- Project managers
- Yacht brokers
- Yacht designers

Sales trips & Exhibitions

- Initiating, planning and executing sales trips to visit key clients and dealers
- Planning and coordinating trips by other members of the team to key clients, dealers and regattas as appropriate
- Input to planning and then full participation in Exhibitions. At the moment A+T does METS in Amsterdam in November and Palma Superyacht Show in April and expanding this.

General input to Marketing and company systems

- Reporting and major input to company management meetings and direction

## Junior Software Engineer

We have an exciting opportunity for a Software Engineer to expand our small team. This role will give opportunity to work across a variety of platforms and applications. There is no limit to how much responsibility can be taken or how quickly.

### Core Requirements

- C or C++ Development Experience
- Problem solving skills
- Some experience with Micro-Controllers /embedded systems (could be at a recreational level)
- Strong work ethic and ability to learn quickly

### Useful additional abilities

- Understanding of Source Code Control Systems, particularly Git
- Familiarity with PIC Processors / CCS Compilers
- Exposure to Hardware & PCB Design
- Knowledge of Ethernet Implementation
- Knowledge of HTML/CSS/Javascript
- Experience with Qt5
- MS Visual C++
- Familiarity with Linux (Ubuntu / Debian)

## Office Superhero

We are looking for a very enthusiastic, all-rounder. This role has a wide range of activities to support the team.

This is an extremely exciting role with plenty of opportunities to grow and learn particularly in the marketing field.

Experience of the marine industry is not essential but would be advantageous.

- Answering the phone - dealing with enquiries where possible and/or redirecting calls
- Answering emails in a professional manner
- Use of online database management system (training provided) including data input and management of existing records
- Welcoming clients and visitors to the office
- Booking and management of staff travel arrangements
- Assisting with packing goods to be shipped and booking in inbound items
- Assisting with shipping of products including liaison with couriers
- General office duties where needed
- Marketing support, training provided

To apply please send a cover letter and CV to [gemma.morgan@AandTInstruments.com](mailto:gemma.morgan@AandTInstruments.com) the position you are applying for.

No agencies please.