



## Join the team

May 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:-**

### **Chief Operating Officer**

We are looking for an experienced COO 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 Manager**

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

## Technical Support and Sales

Strong technical support with a background in marine electronics, navigation or technical performance in the Superyacht or race boat market. This is a great opportunity for someone with good technical understanding to join a vibrant and rapidly expanding business.

### Role

#### Technical support

- First line of contact for telephone and email support for A+T customers
- Respond to all support requirements in a professional and informed manner with support from wider A+T team
- Upload key support questions/solutions to technical notes library
- Updates to manual in response to received questions/answers
- Commission and troubleshoot A+T processor and Autopilot installation
- Be early line of support for Teamviewer session on client systems for commissioning and troubleshooting.
- Contribute to regular technical bulletins sent to dealers.

#### Sales trips & Exhibitions

- Going to regattas to support existing and potential new clients, sailing when possible
- 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.

#### Requirements

- Substantial knowledge of either marine electronics or applications as a navigator
- Good knowledge of the superyacht and race boat industry
- Comfortable with regular overseas travel

#### Advantages

- Good technical drawing
- Experience with CRM (Company uses Insightly)

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.