

## We are looking for a Sales Manager

### The company

Aqua Vision and Stema Systems are specialists in the water column and (sub-) bottom analysis, each with over 25 years of experience. Although both brands maintain their distinct focus, they now operate seamlessly as one team under one roof in Houten.

Our team consists of 25 professionals, ranging from Technical and Software Engineers to Surveyors, (Project) Managers, Administration, and of course Sales and Marketing. Currently, the Sales Team comprises two dedicated members.

Our range of activities includes maritime measurement equipment sales and rentals, software development, system integration, and data-as-a-service solutions. We serve a diverse clientele — from governmental organizations such as water boards and the Department of Public Works (Rijkswaterstaat) to commercial customers including contractors, developers, and dredging companies. While a significant portion of our portfolio targets the Benelux region and Germany, several of our offerings have a global reach.

Our solutions are applied in various areas, including (but not limited to) discharge and velocity measurements, suspended sediment transport, environmental monitoring, cable and pipeline detection, and fluid mud layer mapping.

### Our values

**Technical craftsmanship** – Deep knowledge, precision, and reliability. We work together to create intelligent solutions for our clients.

**Integrity and accessibility** – Driven by honesty, transparency, and trust. We say what we do, do what we say, and always remain approachable.

**Pragmatic and solution-oriented** – We think ahead and focus on what works. Challenges are opportunities in disguise.

**Flexible and committed** – We adapt to the customer and the situation. We take shared responsibility for our clients' success.

### Job purpose

As a Sales Manager, you are responsible for strengthening our market position by executing the (inter)national sales strategy in line with the company's business plan.

You combine commercial drive with technical insight, enabling you to clearly communicate the value of our products and solutions to a broad range of customers with varying needs. The majority of your time will be spent on commercial activities such as meeting (new) customers, preparing and following up on quotations, closing deals, and managing as well as expanding our network of resellers.

Our customer base includes both businesses and government entities. For larger projects, the sales process is often governed by public procurement procedures. In these cases, you will analyze tenders, determine a bid/no-bid strategy in consultation with the team, and coordinate the preparation of compelling, competitive proposals — with the ultimate goal of winning the contract.

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# AQUAVISION

Because our market is constantly evolving, staying informed is essential. You will attend trade shows, conferences, and industry events to stay up to date on market trends and customer needs. These events may take place both within and outside of the Netherlands, with over 90% of travel expected to be within Europe.

## Responsibilities

- Drive sales of our products, services and solutions, focusing on developing and sustaining long-term customer relationships.
- Present and promote our offerings to clients, clearly articulating their commercial value and competitive advantages.
- Translate customer requirements into tailored solutions, advising clients on the optimal use of products and services to meet their goals.
- Utilize content marketing, the company website, and LinkedIn to generate leads and maximize commercial opportunities.
- Monitor market trends, identify new business opportunities, and evaluate competitor activities to support proactive sales strategies.
- Achieve revenue targets and contribute to the overall commercial growth as outlined in the business plan.
- Report to the Sales and Marketing Manager.

## Requirements

Our ideal candidate brings along the following:

- Proven experience in sales and commercial processes;
- Strong interpersonal skills with the ability to connect and communicate effectively across various roles and personalities;
- Experience with public procurement processes is a significant advantage;
- Willingness to travel (approximately 10–20%);
- A background with the maritime and offshore industry is a plus, but not required;
- Tasks and responsibilities will be tailored to your level of experience and seniority.

## What you can expect from us

- Competitive market-based salary, depending on experience;
- A professional and innovative work environment with a strong team spirit;
- Annual personal development budget;
- Opportunities for (international) travel;
- 25 vacation days (based on full-time employment);
- Good pension scheme;
- Electric company car with the option for private use;
- Regular social events and team-building activities.

## Interested?

Please send your CV and a motivation letter to [info@aquavision.nl](mailto:info@aquavision.nl). In case of any questions, please feel free to reach out via email or via phone (030 – 245 9872).