



### **Who are we?**

U-Boat Worx is based in The Netherlands and was founded in 2005. Since its inception we have become the world's leading manned submersible manufacturer. U-Boat Worx offers high-end exploration submersibles ranging from 2-person to 11-person models, available in depth-ratings ranging from 100 meters up to 3,000 meters. The submersibles use the latest advancements in technology to provide clients – who include super yacht owners, research organizations, offshore companies and high-end tourist operators – with the safest and best performing submersibles.

### **What will you do?**

After gaining in-depth knowledge of the U-Boat Worx submersibles and their operation you will be assisting future submersible owners and their teams with reviewing their objectives and integration requirements.

To ensure the ultimate integration in a client's yacht, research operation or tourist operation you'll be guiding them through every step of the process.

You will be working closely with engineering to discuss specification, customization requirements, special options and construction timelines.

You will follow up on leads, develop business relationships, attend and organize shows, set up and execute sales & marketing campaigns, prepare proposals and presentations, as well as finalize contract documentation.

New-build projects will be overseen by you while managing client expectations. After delivery you will offer continued support to ensure that our owners get the most out of their submersible.

### **Who are you?**

You are ambitious, have completed a bachelor's or master's degree in a technical or commercial education, and have at least 5 years' work experience in working with technically advanced products.

Experience in the yachting, luxury, high-end travel, cruise industry would be an advantage. You should possess an affinity with the underwater world, technology and have an understanding of the maritime industry.

You have a perfect command of Dutch and English and at least one other language, and continuously strive to deliver the best customer service. You present well, and are self-motivated and goal-focused.

Experience with 2D and 3D design software and Microsoft Office software are key.

Frequent business trips of varying duration – scheduled and last-minute – will be part of this role, and require an unconditional degree of flexibility.

### **What do we offer?**

We offer a pleasant, challenging and dynamic work environment with an ambitious team of like-minded professionals. You will have the opportunity to expand your personal horizons in an agile organization, which is looking to build a legacy based on a fleet of the world's best submersibles. We start with a full training course to become familiar with all technical and operational aspects of our submersibles.

### **How to apply?**

If you feel you are a good match with this profile, please send your CV with a compelling motivation letter in English to Ms. Regina van Krimpen via [humanresources@uboatworx.com](mailto:humanresources@uboatworx.com).

You can contact our office at +31 (0)76-5713096.

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## **U-BOAT WORX B.V.**