



NOW HIRING: Technical Sales & Business Development Lead

We are seeking a hands-on **Technical Sales & Business Development Lead** with a strong background in, and understanding of, the maintenance and operations of various aerial platforms. The primary focus of this role is to identify and develop new opportunities to initiate pilot programs for advanced coating and related technologies, with the goal of converting successful trials into long-term sales. Initial efforts will focus on both commercial aircraft and military applications.

THE VALUE YOU DELIVER:

- Own the full sales and business development lifecycle for APW-100 in aerospace and defense, from prospecting and qualification through close.
- Convert existing pilots into long-term commercial contracts, multi-aircraft fleet programs, and multi-site implementations.
- Identify and develop new opportunities across airlines, MROs, airframers/OEMs, ground support organizations, and military/defense customers.

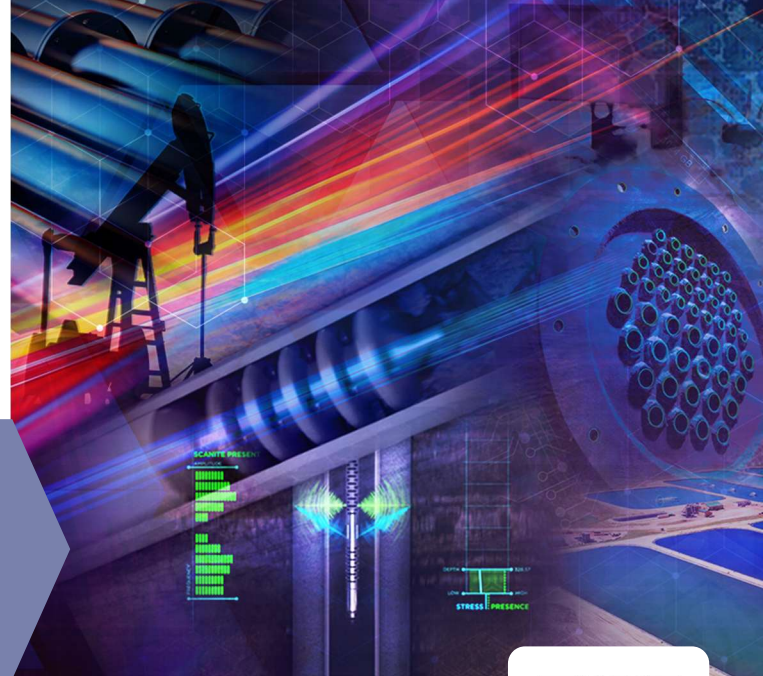
THE EXPERTISE WE'RE LOOKING FOR:

- 3+ years of experience in technical sales, business development, or key account management within aerospace, defense, advanced materials, specialty coatings, or related industrial sectors.
- Proven track record managing complex, multi-stakeholder sales cycles with airlines, MROs, and OEMs.
- Experience leading field pilots, proofs of concept, and on-site technical demonstrations.

Here at Oceanit, our mission is to create value from innovation through engineering and scientific excellence produced in an environment where elements of such work and play are indistinguishable.

We are proud of what we've created and what lies ahead. We are Oceanit.

EEO Employer/Vets/Disabled



HOW TO APPLY:

To learn more about Oceanit or to apply, please visit oceanit.com/join-us/ or scan the QR code to the right.



SCAN ME:

BENEFITS:

Oceanit provides a dynamic work environment where innovation thrives, and employees are valued. Our benefits package includes:

- Comprehensive Medical, Dental & Vision Insurance
- 401(k) Retirement Plan with Company Matching
- Paid Time Off (PTO) and Holidays
- Flexible Spending Accounts (FSA)
- Life Insurance & Disability Coverage
- Wellness Programs
- A collaborative, mission-driven workplace where creativity and initiative are celebrated

ABOUT THE COMPANY:

Founded in Honolulu, Hawai'i in 1985, Oceanit is a Mind to Market company that delivers disruptive technology from fundamental science. Utilizing the unique discipline of Intellectual Anarchy, Oceanit reimagines innovation to break the bonds of normal and solve the impossible -- delivering technologies that impact humans and society from Hawai'i to the world.

Are you ready to be a part of our groundbreaking work? Oceanit is seeking smart, talented, and energetic people to join our teams.

Apply now and help shape the future with us!