

<b>Job Title:</b>	Marine Electrical Systems Design Manager	<b>Job Category:</b>	Technical
<b>Location:</b>	1641 Powell Street Vancouver, BC V5L 1H5	<b>Travel Required:</b>	Remote
<b>Compensation Details:</b>	Base Salary + Health Spending Plan	<b>Position Type:</b>	Full-Time Permanent, Monday - Friday

### Job Description

Pacific Yacht Systems Inc is expanding our great team! With headquarters in beautiful Vancouver, BC, we have enabled boaters to realize their dreams as a leader in the sales, design, installation, and service of custom electronics, electrical, and heating systems for the marine industry.

In addition to onboard installations and service in our local territory, PYS also offers design and consultation services for a wide range of clients and yachts around the globe. Typically, this design work is undertaken remotely, using electronic communications and information sharing. We are currently seeking a Marine Electrical Systems Design Manager to join our team.

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#### Position Overview:

Design consultations are our future! Thanks to the growing success of PYS' 'Boating Tech Talk' Youtube channel and our emphasis on making sure the job is done right, boaters the world over are inspired and empowered to D-I-Y the electrical projects aboard their boats. They rely on PYS to ensure no detail has been overlooked and to help them create a plan to ensure they and their family are safe on the water.

We are looking for a Marine Electrical Systems Design Manager to help us grow and manage this popular vertical. Reporting to the Owner, the Marine Electrical Systems Design Manager will field all sales inquiries for remote electrical consultations, support with project management, create sales targets and revenue projections, manage invoicing and provide superior customer service for a busy queue of boaters from all over the world. The Marine Electrical/Electronics Design Manager will also provide consultations and design services to boaters.

There are a lot of moving parts so you must love working with people and live for the details.

#### Our ideal candidate:

You should have at least 5 years of marine systems design background and broad experience with marine batteries, alternator(s), chargers, solar, inverter, battery combiners and isolators, AC and DC distribution, bonding systems, for pleasure yachts in the 25' to 125' range. You can easily demonstrate the pros and cons of various electrical building blocks, such as AGM vs Flooded vs LifePO4, DC switching arrangements, circuit protections, cable sizing, solar array design, shore power systems, etc.

You are certified (and well versed in the codes and standards of) the American Boat & Yacht Council (ABYC) and the Vendor-specific certifications are also a definite asset.

Not all our clients have full grasp of the components and requirements of electrical systems, and this is where you come in. You are a great communicator with the ability to make technical language easily understood. Fluent English with clear oral and written communications skills are essential.

**Managerial responsibilities will include:**

- Responding to sales calls and email requests for remote electrical consultations and electric systems design support
- Liaising with Lead Marine Electrical Designer to manage project calendar, and set expectations for client kick-off and follow-up meetings
- Creating contact records and tracking correspondence in CRM
- Liaising with client to collect consultation briefs and deposit retainers
- Manage client project folders in Dropbox, including filing consultation briefs, photos and other boat details
- Manage sales pipeline, creating sales targets and revenue projections
- Participate in weekly leadership meetings, providing updates on sales targets and consult hours in the queue
- Identify and create database for all consultation and design engagements

**Design Consultation responsibilities will include:**

- Providing initial consultation with new clients
- Providing accurate job estimates and project plans
- Developing suitable design solutions within time, budget, and technical constraints of client
- Creating design drawings (Visio, AutoCAD) and documentation to a professional standard

**Additional skills and qualifications we are looking for:**

- Previous experience working with QuickBooks
- A minimum of two years project management experience
- Experience in an office environment, preferably in an entrepreneurial enterprise
- Proficient with Microsoft Office programs, specifically Excel, Outlook and CRM platforms
- Ability to multi-task in a fast-paced environment and manage deadlines
- A knack for details
- Superior customer service skills and ability to manage expectations and demands
- I.T. savvy
- Desire to continually improve yourself and your environment
- Ability to think outside the box and find solutions to previously unencountered issues

- Fluent oral and written communications with team and clients
- Strong attention to detail
- Highly efficient with a strong work ethic
- Demonstrated troubleshooting skills
- Able to work with minimal supervision

Your resume is important, but a well-written cover letter outlining what you can bring to the team is what will catch our attention. Please email both to [careers@pysystems.ca](mailto:careers@pysystems.ca)