



Business Development Representative

Department	Reports To	FLSA Status
Business Development	Business Development Lead	Exempt

Job Summary:

Apply your industry knowledge to this remote Business Development position as Smultea Sciences continues to expand our services in several areas, including:

- renewable energy
- research and baseline studies
- nearshore in-water construction and development

This position is responsible for growing sales (contracts), building and maintaining strong relationships with existing, former, and prospective clients in the environmental consulting sector with an emphasis on marine resources. This position will ideally be based in New England or Mid-Atlantic coastal states.

Who we are: Smultea Sciences provides marine and wildlife consulting services.

Since 2000, our scientific and sustainable solutions balance development needs while minimizing human impacts on wildlife and the environment. With remote team members located across the US from Alaska to Florida, Smultea Sciences stays at the forefront of sustainability, remote teamwork, project management, and field technology.

Smultea Sciences is a woman-owned small business with scientific rigor and mentoring at the heart of all we do. Our company values guide our engagement with our clients, employees, suppliers, and the surrounding environment. All Smultea Sciences team members are selected based on their adherence to our core values, starting with making a difference in the world. We look to achieve this difference through our company culture, professional memberships, and the work we do.

Responsibilities:

Business Development (BD) in target markets that support the company's goals:

- Identify and develop new client accounts.
- Network and maintain relationships with key existing, former, and prospective clients to identify and address specific needs.
- Stay current with internal and external developments in related fields (e.g., energy development and operations, in-water and onshore construction and maintenance, underwater noise).
- Identify, evaluate, and respond to RFP/proposal opportunities.



- Consult with clients after sales or contract signings to resolve problems and to provide ongoing support and communications.
- Develop a network of strategic BD partners.
- Track and prepare reports and metrics on daily, weekly, and monthly basis.
- Perform other related duties as assigned by direct supervisor.
- Occasional travel to attend conferences and meet with clients.

Job Qualifications:

- Experience: **at least 5 years in a related field** (e.g., energy development, environmental impact assessment permitting, and/or geophysical or geotechnical engineering, acoustic engineering, wildlife biology etc.)
- Education: Graduate degree in a related field
- Prior sales experience / training
- Demonstrated public speaking experience
- Comfortable with new technology

Skills:

- Excellent written and oral communication skills
- Strong organizational and interdepartmental coordination skills
- Demonstrated teamwork
- Experience with CRM system
- Strong knowledge of and established networks in:
 - Environmental science
 - Marine green science
 - Renewable energy
 - Geophysical or Geotechnical engineering
 - Offshore energy construction /development
 - Microsoft Office suite

To Apply:

Please send your resume and cover letter telling us who you are and how your background aligns with this position to info@smulteasciences.com.