

ELWAVE – Employment Offer (permanent) Sales Manager – Subsea Sensors

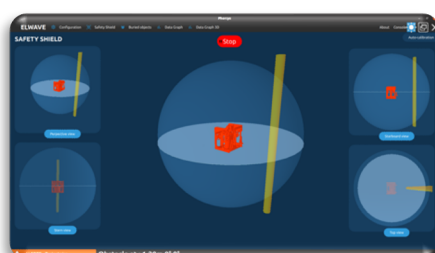
ABOUT ELWAVE

ELWAVE is the 1st and only company in the world to develop new-generation detection systems based on electromagnetic “electric sense” technology. ELWAVE capitalises on research carried out by the biorobotics laboratory at the ‘Institut Mines-Télécom Atlantique’ university in Nantes since 2007.

‘Electric sensory perception’, or ‘electric sense’, is the mode of perception of fish living in the turbid, silty tropical fresh waters of Africa and South America. In this complex environment, conventional modes of perception (visual and acoustic) are ineffective. Natural evolution has led these fish to develop an alternative mode of perception, the “electric sense”, which is effective in these environments.

This feature involves generating an electromagnetic field in the environment and then analysing the variations in this field caused by the environment. This analysis enables the fish to obtain a 360° “electrical image” of its environment, by determining the position, shape and nature (conductive or insulating, living or inert) of surrounding objects.

Since 2018, ELWAVE has been inspired by the way these fish perceive their surroundings to develop and bring to market real-time, 360° detection and characterisation systems for underwater and industrial robotics. ELWAVE, with IMT Atlantique, has developed the patented CEDAR (Controlled Electric Detection And Ranging) technology implemented in its 1st ‘Octopulse’ product.



Real-time HMI (3D and projected views)

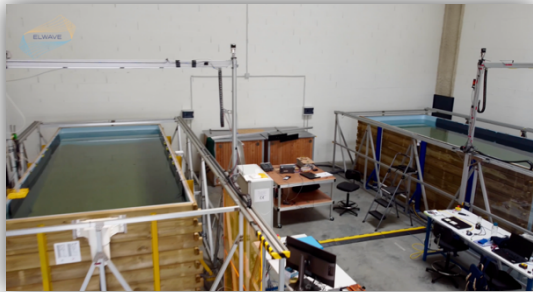


Visualisation of the electrical impedance of 2 telecommunications cables laid on the seabed

ELWAVE has grown rapidly since its creation:

- Numerous industrial contracts since 2018 with world leaders in subsea robotics (TOTAL, SUBSEA7, SAIPEM, TECHNIP, ...) and continued sales development in France and internationally;
- Winner of the i-LAB 2019 national innovation competition and identified by BPIFrance as one of 8 French robotics startups;
- Fundraising of €2M in December 2020;
- Awardee of a €1.7M grant in mid-2021 as part of the European Commission's highly selective Blue Economy Window Call (5% success rate);

- Awardee of NATO's 'DIANA' call for projects (3% success rate) in 2023, the only French company to win the call for projects;
- Awardee of several defence and oceanographic projects in 2024.



ELWAVE is thus recognised by industry and public authorities as one of the best and most promising European start-ups in the subsea sector.

ELWAVE has very high-level research, development and production resources on its premises (video of premises here: <https://www.youtube.com/watch?v=gm0bMcAyhjk>).

In particular, ELWAVE has 2 seawater pools with centimetric robotic test benches for developing and qualifying its algorithms and partners with several ROVs and AUVs manufacturers for the development and the demonstrations of its solutions.

JOB DESCRIPTION

As part of the commercial deployment of our solutions, we are looking for an experienced commercial / sales manager. With ELWAVE's Sales Director, you will be responsible for business development and sales of ELWAVE products in France and abroad in the various markets addressed by ELWAVE (energy, defence, oceanography and scientific).

You actively contribute to defining and implementing the sales strategy needed to achieve the company's order-taking and development objectives.

Your main tasks will be:

- Sales development for ELWAVE prospects and customers;
- Responding to calls for tender and conducting commercial negotiations with customers;
- Follow-up of commercial opportunities in collaboration with other ELWAVE teams;
- Marketing and sales monitoring;
- Working with ELWAVE's technical teams to define product evolutions and new product developments;
- Participation in conferences, seminars and symposia.

DESIRED PROFILE BACKGROUND

With an engineering/business school background, you have at least 5 years' sales experience in sensors and/or subsea systems for the energy, defence and scientific markets.

As ELWAVE's market is 80% export, fluency in technical and conversational English is imperative.

Autonomous and rigorous, you are sales- and customer-oriented and have strong skills in influencing/impacting the decision-making of prospects, customers and in negotiation.

DETAILS

- **Reference:** Commercial_ELWAVE_2024
- **Start date:** As soon as possible
- **Place of work:** Nantes (France) – frequent travel in France and abroad
- **Salary:** fixed + variable, to be defined based on experience

TO APPLY: Please send your CV and covering letter to: recrutement@elwave.fr