



International Business Development Manager: USA

About Us

We are a company made up of smart, innovative, passionate professionals who push the boundaries to create world-leading products for the water-sports industry, based in the Waikato, New Zealand. Manta5 has an aggressive, fast paced product development and market expansion program, with HQ in Waikato and offices in Europe.

Manta5 is revolutionising the world of Hydrocycling, with new products and internationally acclaimed marketing.

The Manta5 Hydrofoiler™ XE-1 is now recognised by the likes of Forbes and Red Bull as one of the hottest new water sports products in the world, and the team are pushing hard to capitalize on this viral global awareness.

With an award-winning design and a growing highly capable team who are aligned by a common purpose and strong culture, Manta5 are on a mission to build a global brand and lead the creation of a new global sport with awesome products.

About the Role

- Lead the expansion of a new water sports category by growing sales via B2B sales channels in the US territory.
- Identify key in-country markets and achieve market saturation through the establishment of key distributors.
- Account manages – allocated Channel partners.
- Maximize long term revenue potential for the company.

About You

Driven to succeed, with 5+ years in sales or channel management in an aligned industry and 10+ years' experience in sales, you will have a track record of achieving and surpassing sales targets, have an established network of both distributor/reseller contacts, and have credible references.

Ideally from a relevant sector (water sports, marine, cycling, luxury brands) you will hit the ground running nurturing the huge database of partner and customer prospects, whilst simultaneously driving in new opportunities into the funnel. You will be a skilled negotiator and deal closer rolled into one.

You will be resourceful and capable of operating a small/home office, doing all tasks from closing strategic deals, supporting tradeshow PR events and have the ambition and capability to build a growing team. This really is a ground-floor growth opportunity in Manta5's most important and opportunity-filled region of the world.

A self-starter able to work autonomously remote from the NZ Headquarter Office, you will also be a team player who wants to be part of the Manta5 Family. You will take pride in being a part of a whole innovative sport, and someone who believes in collectively driving towards the common



purpose of building cycling's new frontier, whilst being customer obsessed and driven towards growth.

Covering a large portion of USA and potentially growing the team down into South America eventually, having Portuguese/Spanish language capabilities would be a benefit, but critically least strong English – written and verbal – to efficiently communicate to and from our Head Office.

What Manta5 Can Offer You

A generous salary base + commission is on offer for the right candidate.

Manta5 offers a flexible work environment with opportunities to grow alongside the company.

We are a company made up of smart, innovative, passionate professionals who push the boundaries to create world-leading products for the water-sports industry. Join us on our journey!

Please email your CV and cover letter through to careers@manta5.com, we look forward to hearing from you.