



Job Description

Account & Sales Specialist

As part of NTG Mast Group's service division, RigPro is the only truly global rigging service provider, with an unparalleled ability to deliver engineered solutions on any type of rig and rigging.

Thanks to our global presence and rapid response, RigPro can reach our customers wherever they are, whenever they need us, and we are committed to the top standards of customer care and service.

At RigPro, yacht safety, enjoyment, and performance are our priority. We inspire people to sail, making every RigPro experience a great one by delivering exceptional products and service solutions.

Your Mission

As an Account & Sales Specialist you will contribute to provide solutions, expertise, and advice to our customers regarding their sailing systems. You will work both with autonomy on small projects/accounts and on large projects/accounts.

Our main goal is the satisfaction of our customers, understanding and accomplishing their needs and wants. For that, you will have an implacable customer orientation and deliver a unique customer experience. We go above and beyond what is expected, with every employee helping to deliver a sensational experience!

Main Responsibilities

- To advise customers on technical matters regarding sailing systems, including rigs, standing rigging, and running rigging. Other areas of interest are hydraulic and mechanical systems and composites.
- To sell & propose solutions to customers, solving their issues and offering our products and services.
- To scope and price proposal to customers.
- To manage and follow-up on the full-cycle project.
- To deliver and close projects with both company, customer, and your personal satisfaction.
- To follow up with customers on a regular basis.
- To prepare Standard Operating Procedures with multimedia content (i.e., videos, photos and diagrams)



- Occasionally carry out rigging and sailing system works on yachts up to 70 feet (hull length) and assist in rigging works on larger yachts.

What we need from you

Technical skills:

- Around 3-5 years' experience in a similar role.
- Proficiency level of English.
- University Degree or related, and Spanish would be a plus.
- Driving licence.

Personal skills:

- You have good communication and interpersonal skills.
- You are a highly motivated person and ethically performance driven.
- You will show your leadership skills while managing projects.
- You will stay focused and show your organisational skills while working under pressure.
- You are a problem-solving person and will keep a can-do attitude in your daily tasks.
- You have a passion for sailing and a strong interest in sailing systems.
- Experience with carbon fibre products, mechanical works and understanding of hydraulics/electrical systems will be an advantage.

What we offer

- **For a rigging professional in the marine industry nothing beats working at RigPro – you will have the opportunity to work on the world's greatest yachts, with some of the world's greatest sailors.**
- **A number of our team regularly sail in top events like the Superyacht Cup Palma.**
- **RigPro team members are sometimes seconded to top race teams, including America's Cup teams.**
- **Being part of the group that leads the way in developing above deck systems for the world's most advanced race yachts, from the America's Cup to the world's most eminent Superyachts.**
- **You will join the world's most trusted sailing system advisors.**
- **The possibility of taking part in a variety of projects with opportunities to engage with a global team and client base daily.**
- **Long term position contract.**
- **Flexibility to match other commitments and activities... like sailing!**