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1) GENERAL OCEAN NEWS

1.a) Autonomous technology helps scientists put eyes on Great Barrier Reef

In partnership with Boeing, the world's largest aerospace company, the Australian Institute of Marine Science (AIMS) has demonstrated how a revolutionary high-tech autonomous ocean vehicle, the Wave Glider, can improve monitoring of the Great Barrier Reef and coastal waters.

Completing a recent seven-day open water mission covering 200 nautical miles including parts of North Queensland's Great Barrier Reef, the use of the Wave Glider was the first major milestone of a five-year joint research agreement between Boeing and AIMS.

The autonomous vehicle, developed by Boeing subsidiary Liquid Robotics, was deployed at the Great Barrier Reef to help assess the health of the coral reefs and ecosystems. Powered by waves and sun, the Wave Glider provided continuous, real-time environmental ocean data using a suite of on-board sensors and software. As it travels along the ocean's surface, Wave Glider measurements include weather, wave heights, water salinity and pH levels, chlorophyll and more.

Because of its autonomous nature, Wave Glider frees up human resources to focus on science and not the logistics of collecting data.

For further information, visit www.liquid-robotics.com

1.b) ASV Global and TerraSond announce first ever USV-supported cable route survey

ASV Global and TerraSond are pleased to announce the completion of the first ever seabed cable route survey supported by an unmanned surface vehicle (USV). The survey route included various water depths and strong currents, while facing difficult wind and sea conditions in the Bering Sea offshore Alaska. The project was mobilized immediately following a 9,000km nautical charting survey by TerraSond, of which 4,750km (53 percent) was executed by an ASV Global C-Worker 5 autonomous surface vehicle (ASV). The cable route survey required a new payload including a hull mounted multibeam sonar, a sub-bottom profiler, and a towed sidescan sonar with 250m of armored sonar cable. The payload swap on the ASV was integrated, calibrated, and demonstrated in the field in less

than 48 hours. A total of 1,220 km of cable route survey lines was then successfully executed by the ASV C-Worker 5 system.

Throughout the operation the C-Worker 5 was remotely monitored using ASV Global's ASView™ control system from a station on TerraSond's mother ship. ASView™ used exported .dxf survey lines from the TerraSond survey planning system to autonomously execute an accurate survey with minimal human intervention.

ASV Global has supported TerraSond for three consecutive years refining the use of autonomous systems in hydrographic survey applications. This year's deployments follow on from a 2016 charting survey completed in the Bering Sea, off Alaska where ASV Global and TerraSond marked an industry first by completing a 9,578km hydrographic survey, 4,213km of which were completed unmanned. Combined, these operations result in over 10,000km in unmanned survey lines.

For further information, visit www.asvglobal.com.

1.c) Fugro establishes Hydrography Centre of Excellence in Houston

Fugro has announced plans to establish a Hydrography Centre of Excellence for the Americas, supporting its strategic focus on growth in this market sector. Utilising specialist resources that include autonomous vessels and aircraft, integrated data acquisition techniques, remote processing and large data transfer, the focus is on reducing risk, increasing accuracy and streamlining project timelines for clients.

The Houston-based centre will handle a wide range of hydrographic project types, including nautical charting, cable routing and Law of the Sea boundary claims. With continued delivery excellence as its objective, Fugro is formalising its coastal zone mapping services using complimentary geophysical and geotechnical techniques to benefit a wide range of applications including resource development, infrastructure siting, coastal management and emergency response.

Establishing the Hydrography Centre of Excellence is part of Fugro's reorganisation of its hydrography services in the Americas, relocating key staff and assets from its San Diego office to its U.S. headquarters in Houston, Texas. Consolidating resources to regional hubs that house a wider range of geophysical and geotechnical offerings is part of Fugro's global effort to meet customer needs more efficiently.

For further information, visit <https://www.fugro.com/>

1.d) Planet Ocean Ltd announce exclusive distribution and support agreement with Marine Sonic Technology

Planet Ocean Ltd is pleased to announce the signing of an exclusive distribution and support agreement with Marine Sonic Technology of Virginia USA for their range of advanced, cost effective CHIRP sonar systems to the UK and Ireland.

Marine Sonic Technology is part of the ATLAS North America group of companies, and specialise in cost effective high resolution imaging sonar systems for defence, first

responder and commercial use. Offering both towed and integrated systems using advanced adaptive CHIRP technology.

Of particular interest to the growing small AUV and USV sector is the Scout - MK-II, micro, embedded, modular side scan sonar system that can be installed in the smallest of AUVs and is probably the least expensive side scan system available on the market.

For further information, visit www.planet-ocean.co.uk

1.e) Sonardyne secures a major contract from Magseis for next generation seismic node positioning equipment

Subsea technology manufacturer, Sonardyne International Ltd., UK, announced today that Norwegian seismic services company, Magseis, has awarded it a major contract for seabed node acoustic positioning technology to support an expansion in its deep water survey activities.

The equipment ordered includes a large quantity of Sonardyne's newly developed SST 6 (Small Seismic Transponder 6), and associated vessel-based acoustic positioning system, Ranger 2 USBL (Ultra-Short BaseLine). All the hardware will be installed and operated by Magseis' latest crew which is scheduled to be fully operational during the second quarter of 2018.

Introduced onto the market this summer, Sonardyne's new SST 6 makes use of the company's patented wideband digital acoustic signal processing architecture to deliver substantial performance gains over the previous generation SST, and ensures robust positioning performance in the most challenging of operational environments. Innovations such as built-in, Near Field Communications (NFC) technology allow SST 6 transponders to be checked and programmed without human intervention, supporting Magseis' continued vision for fully automated node handling and efficient back-deck Ocean Bottom Seismic (OBS) operations.

For further information, visit <https://www.sonardyne.com/>

1.f) OSIL buoys in tidal turbulence study for SEACAMS2

International Data Buoy manufacturers Ocean Scientific International Ltd (OSIL) have shipped a network of 3 1.9m data buoys to Bangor University's School of Ocean Sciences for participation in a major project to study tidal turbulence at the Menai Strait in Wales.

SEACAMS2 is a project to assist the development of marine renewable energy in Wales that is run as a partnership between Bangor and Swansea universities, and is funded in part by the European Regional Development Fund. The aim is to improve the design and effectiveness of tidal energy capture devices.

The OSIL buoys will serve as data collection platforms for ADCP instruments measuring currents and waves on the seabed that will transfer their data to the buoy via omnidirectional acoustic modems. The buoys will then transmit the data to the project base station using the OSIL SBD Iridium Satellite Modem, and will operate alongside other high-resolution logging current meters and CTDs in the high-profile project.

The robust buoy platforms will be moored in approximately 50m water depth in one of the most dynamic and turbulent environments in the UK coastline. The specialist seabed instrument frames will be secured a least 100m away from the buoys to prevent acoustic dead zones from hindering data transmission.

For further information visit www.osil.com, contact sales@osil.com or call +44 (0) 2392 488 240.

1.g) EIVA expands the payload of the ScanFish ROTV sensor platform by 700%

The EIVA ScanFish remotely operated towed vehicle (ROTV) is designed to function as platform for subsea sensors. It comes standard with a maximum sensor payload of 50 kg. Consequently, somewhat of a design upgrade was needed when the marine geophysical-geotechnical service delivery specialist PanGeo Subsea contacted EIVA to discuss the possibility of using the ScanFish together with their Sub-Bottom Imager (SBI) unit, which weighs 300 kg.

The EIVA R&D team took up the challenge in May 2017 and four months later, a ScanFish XL was introduced at the EIVA Days Denmark 2017. The ROTV itself measures 4.33x2.73x2.77 metres. It weighs 1840 kg in air but is neutrally buoyant in water.

The ScanFish XL has a payload of 350 kg, making it ideal for fitting the PanGeo Subsea SBI as well as other pieces of equipment that extend the standard payload of 50 kg. Moreover, as EIVA have added the 3D option for horizontal steering, PanGeo Subsea customers will be able to not only control the vertical position of their sensors in the water column, but also benefit from the possibility of controlling the sideways movements of the ROTV as well.

The ScanFish XL has already undergone its first sea trials with promising results. PanGeo is targeting to have its SBI SeaKite ready for full commercial use in the 2018 survey season.

For further information, visit <https://www.eiva.com/>

1.h) IMCA revises Subsea Metrology Guidance

Subsea metrology procedures are expanding rapidly to provide ever higher accuracy solutions, so the publication by the International Marine Contractors Association (IMCA) of a revised version of 'Guidance on Subsea Metrology' (IMCA S 019 Rev. 1) is both highly relevant and timely.

The objective of subsea metrology is to determine accurately the relative horizontal and vertical distance between subsea assets, as well as their relative heading and attitude. Most commonly this is for pipeline connections and the document uses this work as an example throughout. The information determined by subsea metrology is then used by pipeline engineers to design a connecting piece to join the assets together.

It is often the case that the connecting pieces are the last sections of the pipeline to be fitted and one of the final steps before first hydrocarbon production. For this reason, it is important that subsea metrology surveys are carried out in a timely and accurate manner. If

the connecting pieces are not to the required specification and/or do not fit correctly, they can have a significantly reduced life span or can cost days of a construction vessel's time whilst awaiting repairs to the spool.

IMCA S 019 is available online free of charge for members and at £75.00 for non-members. Further information is available online or from publications@imca-int.com

Information on IMCA and its work on behalf of the offshore marine construction industry is available from www.imca-int.com and imca@imca-int.com.

1.i) Trittech's sonar technology to be used by shark mitigation systems to detect sharks in US

The state-of-the-art sonar system, which was first developed and deployed by Shark Mitigation Systems (SMS) in Australia, is being recommended for use in Southern California. The United States coastline has seen an increase in the shark population, where some of the predators can measure up to 12 feet in length, posing a significant threat to surfers and beach goers.

The SMS marine monitoring system utilises Trittech International Limited [Trittech] proven Gemini 720is multibeam sonar technology in conjunction with its SharkTec software that has the capability to detect and track shark activity, providing a critical early warning to the relevant authorities managing beach safety. Trittech's original high-definition sonar imaging software, conventionally used in the subsea oil and gas sector, was adapted by utilising shark and marine activity data collected by SMS.

One of the main benefits of the marine monitoring system for detecting sharks over other available systems is that it offers a non-invasive solution. Other shark management strategies typically include the use of drumlines, sharknets and tagging systems – all of which are potentially harmful and invasive.

For further information, visit <http://www.tritech.co.uk/>

1.j) RJE International has expanded into South Africa

RJE International Inc, the market-leading manufacturer of underwater acoustic marking and relocation technology, has today announced an exciting new partnership with the highly regarded and well renowned South African distributor Fisheries Resource Surveys. The agreement involves the distribution of our reliable line of acoustic pingers and transponders with the acoustic receivers to detect and locate them.

Commenting on the agreement, Bruce OBannon, Vice President of RJE International said "We are delighted to be partnering with Fisheries Resource Surveys for the distribution of our product line in South Africa. Their many years of experience in the acoustic surveys in South Africa and Antarctic will serve us well into the future"

For more information, visit www.RJEInt.com or call 949-727-9399.

1.k) Working with E.ON and Oxford University to minimise the effects of scour on wind turbine foundations

HR Wallingford has completed a ten week project working with Oxford University's Department of Engineering Science and energy company E.ON, examining different forms of scour protection to assure the stability of offshore wind turbine monopiles, and to help identify which scour remediation strategies are the most effective in maintaining foundation performance. E.ON and HR Wallingford are jointly funding the research including the experiments at HR Wallingford's physical laboratory test facilities as part of the research project: 'Foundation Response to Scour Protection'.

The physical modelling tests, at a scale of 1:20, are being carried out in HR Wallingford's Fast Flow Facility, which at 75 m long and 8 m wide, can hold a million litres of water, and can generate waves up to 1 m high and flows of over 2 m/second.

For this project, Oxford University's DEng student Russell Mayall is being co-supervised by the University, E.ON and HR Wallingford as part of the UK Engineering and Physical Sciences Research Council's Centre for Doctoral Training in Renewable Energy Marine Structures, a collaboration between Oxford University and Cranfield University.

For further information, visit www.hrwallingford.com

1.l) Record-breaking month for Montrose Port Authority

Montrose Port Authority has celebrated a record-breaking month due to increased commercial vessel activity.

The leading support and service hub for the energy industry, announced 337,000 tonnes of shipping activity during August 2017; beating its previous record by an additional 100,000 tonnes.

In addition, Port tenant Highland Fuels is currently upgrading a third fuel line on the harbour's South quayside. This development continues to enhance the Port's capabilities, expanding its service offering to include increased fuel bunkering operations. Benefits to clients include an efficient, cost-effective and environmentally-friendly fuel management system.

For further information, visit <http://www.montroseport.co.uk/news.html>

1.m) INNOVATUM widens AUV capability

AUVs can now be prepared to deploy INNOVATUM SMARTRAK for cable and pipeline tracking missions. Recent, successful tests demonstrated fully autonomous Passive magnetic tracking of a submarine cable by AUV, using Smartrak. INNOVATUM has released the AUV Data Protocol for a standard communications format between Innovatum Smartrak and Autonomous Underwater Vehicles. The Data Protocol allows operators and manufacturers of AUV to prepare their AUVs for cable and pipe tracking tasks. The Data Protocol Document is available as free to download from INNOVATUM. AUV-compatible SMARTRAK units will be also be available for rental from INNOVATUM.

Contact Terry Slater terry@innovatum.co.uk or Rob Nunn robert@innovatum.co.uk for further information.

1.n) NSRI reveals the challenges and opportunities in wave and tidal energy sectors

Potential enablers which will assist subsea supply chain companies to break into the growing wave and tidal energy sectors, and associated technological barriers to their progress, have been identified by NSRI (National Subsea Research Initiative).

The findings, part of NSRI's online Matchmaker database, reveal how UK firms can link up with technology researchers and developers to adapt their offerings and take advantage of the immediate diversification opportunities in marine renewables.

Matchmaker aims to connect organisations already active in the wave and tidal energy space to collaborate, solve industrial challenges and progress research and development activity.

Split into five themes: operations and maintenance; subsea structures; installation; systems; health and safety; and environmental impact, companies can quickly identify how they can support the wave and tidal sectors by selecting their specialisms.

Companies and centres of excellence in the supply chain are free to submit information on their services, and current technology development activities under the relevant Matchmaker themes via the NSRI website. The aim is to partner end users with technology researchers and developers in order to advance technology development in the subsea industry.

For more information, visit <http://matchmaker.nsri.co.uk/>.

1.o) Deep Ocean Engineering: New USV Thrusters

Deep Ocean Engineering will unveil a revised set of new thrusters, and they have been successfully tested. They are professional grade and have been tested to 300 meters of depth. Some optional features of the vehicle include a built-in GPS and equipped with real-time kinematics, measuring up to the sub-centimeter accuracy. Echosounders are also equipped for bathymetry. There is an innovative Tritech Sub-bottom profiler that is ideal for penetrating the seabed. To provide the most stable platform for high-resolution sensors, Deep Ocean recommends the i-1750 catamaran.

For more information, visit www.deepocean.com.

1.p) Winner of The Society of Maritime Industries (SMI) Donald Maxwell award announced!

Joseph Martin, a student at the University of Newcastle upon Tyne, was awarded this year's Donald Maxwell Award at the Society of Maritime Industries (SMI) AGM Luncheon.

The award is given for the best third year degree project from a UK resident student undertaking their study on a degree accredited by The Institute of Marine Engineering Science and Technology (IMarEST).

Joseph received a cheque for £500 and his certificate from the new Chairman of the SMI Board Mr Russell Gould.

2) EVENTS, TRAINING & DEMONSTRATIONS

2.a) Eyes over the Storms – EUMETSAT explains the crucial role of satellites in monitoring ocean influence on weather, climate

On 16 October, EUMETSAT, the European Organisation for the Exploitation of Meteorological Satellites, is re-launching an upgraded version of its popular, EU-funded massive open online course, “Monitoring the Oceans from Space” to anyone who wishes to learn more about how satellites contribute to our understanding of the oceans. The course is free—as is the actual access to these data.

The Copernicus Sentinel-3 satellite is part of the EU’s flagship environmental programme, Copernicus. EUMETSAT is responsible for the day-to-day operations of Sentinel-3 and for processing and disseminating its marine data stream. One of the main users of the data is the Copernicus Marine Environment Service, where experts interpret and make available data relating to four key application areas: marine resources, maritime safety, coastal and marine environment and climate monitoring.

Registrations to the course are now open. For further information visit: www.futurelearn.com/courses/oceans-from-space and www.eumetsat.int/website/home/index.html

2.b) Marine-i team to attend major European conference

Marine-i, the EU funded scheme which provides support for the marine sector in Cornwall and the Isles of Scilly, will be represented at the Ocean Energy Europe conference in Nantes, France later this month. Members of the team form part of a delegation from Marine Hub Cornwall. The group will be showcasing the important work that Marine-i is doing to promote innovation in the marine technology sector and telling delegates about the impressive resources and facilities that are available in Cornwall.

Ocean Energy Europe is the largest network of ocean energy professionals in the world. Their membership comprises 115 organisations, including Europe’s leading utilities, industrialists and research institutes. Ocean Energy Europe’s mission is to create a strong environment for the development of ocean energy, improve access to funding, and enhance business opportunities for its members. Their annual conference on 25 and 26 October will be attended by more than 400 leading professionals from 20 different countries.

At the conference, Matt Hodson, Marine Hub Operations Director at Cornwall Development Company, will be giving a presentation on the current market conditions for ocean energy and will be accompanied by Simon Cheeseman of the Offshore Renewable Energy Catapult and Jo Byrne from the University of Plymouth.

Part funded by the European Regional Development Fund, Marine-i is a £9.3m collaboration between the University of Exeter, Plymouth University, The Cornwall College Group, Cornwall Marine Network, Cornwall Development Company and the Offshore Renewable Energy Catapult. It aims to bring together the industry expertise and key infrastructure needed to support a new generation of products and services in the marine sector.

Full details on the project can be found at www.marine-i.co.uk

2.c) Oceans of Knowledge conference, IMarEST, 7 November 2017, London

Oceans of Knowledge 2017 is a one-day conference exploring how ocean observations improve ocean, weather and climate prediction enabling better informed business decisions at sea, on land and in the air.

The oceans drive our weather and climate. Emerging capabilities in coupled ocean atmosphere modelling are improving our ability to predict weather and project climate change, with consequent benefits to business activity in the oceans, on the land and in the air. By bringing together data and delivering the tools needed to increase our understanding of the connections between the ocean and weather, we can better predict when and where severe weather will strike. Better predictions of the ocean and atmosphere mean safer and more profitable businesses and enhanced protection of the environment. By reducing the uncertainties in projections of climate change, we can improve understanding of longer term business risks. Effective use of ocean observations and measurements is key to providing critical information to those operating in the oceans as well as for those far removed from the coast.

The first session will focus on better understanding the connection between ocean observations and models and improved weather forecasting and climate projection. There will be keynote presentations from various organisations including the Partnership for Observations of the Global Oceans, the Met Office and Plymouth Marine Laboratory. The second session will focus on the perspectives of intermediate and end users, highlighting the benefits that improvements might deliver to them. This session will include speakers from various industries including offshore, agriculture, aviation, shipping, search and rescue, and energy.

Details and registration can be found here -

<https://www.imarest.org/events/category/categories/imarest-event/oceans-of-knowledge-2018>

2.d) 2017 Aquatec Equipment Awards

The 2017 Aquatec Equipment Awards are now open, giving students and early career researchers the opportunity to use Aquatec's innovative instruments for their research. This year, students have the chance to win the use of our latest and most advanced turbidity logger yet – the AQUAlogger 310TYPT.

The AQUAlogger 310TYPT measures turbidity to 10,000FTU, temperature and pressure, and can be deployed to 1000m. Turbidity can be converted to suspended sediment

concentration with the SSC Converter tool and output in real time. The logger includes new user-friendly features such as shake to show and quick start in the field, as well as flexible deployments with variable sample rates and intermittent logging.

The awards provide a free loan of the instrument for 4 to 8 weeks to a lucky few winners. Master's students, PhD students and early career researchers in the first two years following graduation are eligible, and encouraged to apply. The competition closes on 22 December 2017, with an intermediate round of judging taking place in mid-November 2017. The research must take place by 31 July 2018. The short entry form can be found on the Aquatec website.

Find out more at www.aquatecgroup.com/awards.

3) WHO'S ON THE MOVE

3.a) The Society of Maritime Industries announces its new Chairman

Mr Russell Gould has succeeded Mr Peter French as Chairman of the Society of Maritime Industries (SMI). Russell Gould is Chief Executive of Kelvin Hughes Ltd and has been a member of the SMI's Board since 2004.

Russell Gould has worked for Kelvin Hughes since 1985, and was appointed Chief Executive for the Group in 2007, leading the management buyout from Smiths Group PLC in November of that year. From 1998 until his return to the Company in 2001, Russell worked at GEC Marconi Radar and Defence Systems. His return to Kelvin Hughes saw him lead the Commercial Radar and Navigation Equipment Division.

Alongside being a Board member of the SMI he is Chairman of the Maritime UK Export & Investment Group, and Vice President of CIRM (Comité International Radio-Maritime) an international body accredited as a non-governmental organisation with consultative status to the International Maritime Organization (IMO). Russell is also a member of the Institution of Engineering and Technology (IET) and a Chartered Engineer.

For further information, visit <http://www.maritimeindustries.org/>

3.b) Seafloor Systems welcomes new employees.

Seafloor is pleased to welcome two new employees in October as they continue to grow to meet demand for their products. Ge Wang and JT Myers both bring extensive marine drone experience, albeit in different capacities, to the team. Ge Wang joins as a Field Service and Support Engineer in China. He will support the sales team and distributors in China with sales, training, and customer service for the HyDrone and EchoBoat USV product range, as well as the Hydrolite echosounder products. Ge previously worked at the MAG Group, China's largest distributor of GNSS and Aerial Drone Technology, as a UAV/USV Support Engineer.

JT Myers, an Ocean Engineer in the role of Product Manager will take on the task of improving the EchoBoat USV as well as development of new USV products. These products are in development to meet the demand of current and future customers for more capable unmanned surface vehicles for hydrographic survey applications. JT brings USV

experience from his studies at Florida Atlantic University, where he earned a degree in Ocean Engineering, as well as working as an Ocean Engineer at Hobie Cat in San Diego, CA developing consumer products for outdoor enthusiasts.

For further information, visit <https://seafloorsystems.com/>

4) JOB POSTINGS

4.a) Principal Marine Ecologist, Fugro, Hampshire, UK

Fugro is currently looking for a suitable candidate to join the Environmental Team as a Principal Marine Ecologist within our office in Portchester, Hampshire.

The duties and responsibilities of this position include:

To act as survey leader for marine environmental surveys, ensuring all activities are carried out with the highest regard to health, safety and the environment, and undertaken to the highest quality.

Operation of survey equipment and monitoring of data quality to ensure compliance with survey specification.

To act as a technical lead in support of delivery of environmental projects.

Line management and training/mentoring of scientific staff.

Preparation of technical reports, including presentation of survey data and results, statistical analysis and data interpretation.

Technical review of client deliverables.

Project management duties.

Act as a technical lead in support of production of commercial proposals.

Attend client meetings and events in support of marketing, tender and project activities.

Candidates should be educated to a minimum of degree level preferably post-graduate in a scientific discipline. Candidates should be competent in Microsoft Office software, and be familiar with statistical analysis and the use of Primer.

Experience required:

Offshore survey experience as survey leader using a variety of survey equipment on various vessels worldwide, and/or experience of overseeing project coordination of interpretative reports from a variety of regions/environments, incorporating multiple datasets.

Benefits for this role include a competitive salary accompanied by an attractive package including contributory pension scheme, life assurance, 24 days annual leave and private medical insurance.

Please apply by submitting a CV and covering letter, indicating your anticipated salary requirements and quoting reference 2838 to: fgbml.recruitment@fugro.com. Closing date for applications is 13 October 2017.

Fugro GB Marine Limited is an Equal Opportunities employer. All applications are judged on the relevant skills and experience of the candidate only.

4.b) Product Line Specialist – Marine Geophysics/Sub-bottom Profiling, Applied Acoustic Engineering, Norfolk, UK

Applied Acoustic Engineering is a manufacturer of high value marine related electronic-acoustic products that include subsea positioning and tracking systems, and a market leading range of seismic survey equipment. Established for more than 25 years the company has an international client base across many industry sectors that is supported by a global distributor network.

Due to business growth there is currently an opportunity for a Product Line Specialist with expertise in Marine Geophysics and Sub-bottom Profiling.

The role reports to the Group Technical Manager and requires a candidate who has the capacity to be the driving force behind the technical evolution of the company's extensive range of subsea geophysical survey products. The position involves the evaluation, design, trialling and testing of our next generation of products, along with the implementation and management of their progress into production. As a Product Specialist, there will be a requirement to offer support to our sales team and assist with post sales advice and technical support to customers, including the possibility of undertaking field demonstrations and conducting on-site and in-house training sessions.

Desired skills, knowledge and experience:

Qualified to degree level or equivalent in a relevant subject

Good communication skills

Observant, inquisitive and have an ability to solve problems

Previous experience in Marine Geophysics a distinct advantage

Good attention to detail

Ability to travel unhindered domestically and internationally

Ability to work independently or as part of a team

IT literate, familiar with MS Office applications

High standard of written and spoken English

Self-motivated and customer focussed

For more information please visit <http://www.appliedacoustics.com/careers/>

4.c) Technical Sales Specialist, Modulus Technology Ltd, Norfolk, UK

Modulus Technology is part of the AAE Technologies Group along with multi-award winning sister company Applied Acoustic Engineering Ltd. Modulus is the Group's innovation division that applies in-house engineering expertise to develop and manufacture tailored solutions for offshore energy companies, oceanographic institutions and naval defence forces worldwide.

Due to business growth Modulus Technology requires an experienced sales and engineering professional to develop its diverse customer base, turning project requirements into deliverable products as well as assisting with the development of a specialist product range.

Working alongside the design and engineering teams the successful candidate will be responsible for expediting and overseeing projects and enquiries, with the additional responsibility of generating new leads and opportunities for the company.

Although based in the Great Yarmouth group head office, regular UK travel is envisaged with the opportunity for some occasional international travel. Reporting to the directors of the company, this opportunity would suit a qualified engineer with a track record in technical sales, excellent people skills and the ability to converse on a technical level.

Desired skills, knowledge and experience;

Educated to degree level or equivalent in a relevant engineering discipline (e.g. mechanical/electrical and electronic/hydroacoustic)

Ability to interpret customer requirements to align with company capabilities

Minimum 3 years' experience in a customer facing sales environment

Ability to travel unhindered domestically and internationally

Ability to work independently or as part of a team

IT literate, familiar with MS Office applications

High standard of written and spoken English

Self-motivated and customer focussed

For more information please visit <http://www.modulustechnology.com/careers/>