



Sample Job Description: Harpooner

Reports to: Shaman

Purpose of the Position:

- To lead the sales boat team in developing and presenting the most appropriate message to the correct person or persons and department within a qualified target account
- To further manage the interactions between the hunter company and the whale to lead to a successful sale

Essential Functions:

1. Review all pertinent information from the dossiers about a particular whale opportunity with the Shaman.
2. Conduct additional research on the whale to determine the appropriate person or persons within it to approach for an initial contact.
3. Prepare the correct needs analysis questions with the Scout and the Shaman to gather the additional information from the whale at the first meeting to help the Shaman to decide whether or not to pursue the whale at this time.
4. Make the initial contact with the correct person within the whale.
5. Report the results of the needs analysis to the Shaman.
6. If the decision is made to launch a boat, the Harpooner is responsible for:
 - a. Developing the communication links with the whale and the members of the potential buyers' table.
 - b. Helping the Shaman to select the members of the boat, craft the correct message to deliver, and lead the boat team on the first large meeting with the whale.
 - c. With the Shaman, continuing to facilitate the interactions between the whale hunting team and the whale.
 - d. Continuing to monitor the interactions and act as liaison between the Village and the whale.
 - e. Turning over all of the information to the appropriate Village members for them to execute the sale and delivery of the product or services sold.
 - f. As directed by the Shaman, developing the additional contacts and opportunities within the whale to lead a Search for Ambergris effort.
 - g. Accepting a new whale and beginning the process over at step 1.

Note: If the decision in step 6 is NO, continue to manage the relationship: contact the whale and leave the opportunity open to approach it in the future when the situation is more optimal.