

Meet The HYPACK Sales Team



ADVICE



HELP



SUPPORT



SATISFACTION



MAINTENANCE



QUALITY



HYPACK
a xylem brand



Straud Armstrong

Director of Business Development

Straud.Armstrong@xylem.com

Straud Armstrong is our Director of Business Development and has a B.S. Marine Sciences and M.S. in Geology. He comes with 20 years of experience in hydrographic applications, technical support, and sales, including 5 years with HYPACK. Straud's area of technical solutions expertise includes side scan, multibeam, water quality sensors, and ADCP applications, as well as business development and sales management. He is responsible for leading the HYPACK Sales Team, development and execution of HYPACK's strategies for business development, partnerships, and client relationships. Straud is located in the USA, and works in Beaufort, SC.



Carlos Tejada

Sales Manager, Americas Region

Carlos.Tejada@xylem.com

Carlos Tejada is our Sales Manager in the Americas Region, and has an M.S. in Ocean Engineering. He has 42 years of experience in hydrographic surveying practices, technical support, and sales, including 15 years with HYPACK. Carlos's areas of technical solutions expertise include single beam, multibeam survey standards, and dredging systems, as well as business development and sales management. He is responsible for managing HYPACK sales, business development, and partnership relations throughout the Americas. Carlos is now located in the USA, and works in Dallas, TX.



Boris Schulze

Business Development Manager,
EMEA & APAC Regions
Boris.Schulze@xylem.com

Boris Schulze is our Business Development Manager, concentrating in EMEA and APAC regions, and has an M.S. in Geophysics. He brings 24 years of experience in hydrographic systems engineering, technical support, and sales, including 7 years with HYPACK. Boris's areas of technical solutions expertise include multibeam, sub-bottom, and hydrographic survey standards, as well as business development and sales management. He is responsible for managing HYPACK sales, business development, and partnership relations in the EMEA and APAC regions. Boris is located in Kiel, Germany.



Rob Baird

Technical Sales and Dredging
Rob.Baird@xylem.com

Rob Baird is our Technical Sales and Dredging representative and has a B.A. in Music Performance and Broadcasting. Rob brings 14 years of experience in HYPACK technical support, training, and sales at HYPACK. Rob's areas of technical solutions expertise include dredging systems and standards, as well as sales management. He is responsible for managing HYPACK sales related to dredging systems and operational requirements in North America. Rob is located in the USA, and works from Stratford, CT.



Joshua Vey

Technical Sales Representative
Joshua.Vey@xylem.com

Josh Vey is our Technical Sales Representative and has an A.S. in Marine Technology. He brings 5 years of experience in HYPACK technical support, training, and sales at HYPACK. Josh's areas of technical solutions expertise include surveying and dredging systems and standards, as well as sales management. He is responsible for managing HYPACK sales related to surveying and dredging systems and support. Josh is located in the USA, and works in Detroit, MI.



Natasha Aiudi

Inside Sales Representative

Natasha.Aiudi@xylem.com

Natasha Aiudi is our Inside Sales Representative and has a B.A. in Psychology. She has 9 years of experience in customer support management, sales orders, and inside sales management, including 5 years with HYPACK. Natasha's areas of technical solutions expertise include customer relations, sales order processes, and inside sales management. She is responsible for managing HYPACK inside sales and sales order processing. Natasha is located in the USA, and works from our office in Middletown, CT.



Margarita Kibenko

Sales Order Bookkeeper

Margarita.Kibenko@xylem.com

Margarita Kibenko is our Sales Order Bookkeeper and has a B.S. in Accounting. She has 9 years of experience in accounting, financial reporting, customer relations, and service delivery, including 1 year with HYPACK. Margarita's areas of technical solutions expertise include customer service delivery, accounting best practices, policies, and procedures. She is responsible for managing HYPACK invoicing and payment processing. Margarita is located in the USA, and works from our office in Middletown, CT.