

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. He is responsible for leading the HYPACK Sales Team, development and execution of HYPACK's strategies for business development, partnerships, and client relationships. He has more than 25 years of experience in hydrographic applications, technical support and sales, including 5 years with HYPACK. Straud's areas of expertise include uncrewed vehicles, side scan, multibeam, water quality sensors, and ADCP applications, as well as business development and sales management. Straud has a B.S. in Marine Sciences and an M.S. in Geology. Straud is located in the USA and works from Beaufort, SC.



Carlos Tejada

Sales Manager, Americas Region
Carlos.Tejada@xylem.com

Carlos Tejada is our Sales Manager in the Americas Region. He is responsible for managing HYPACK sales, business development, and partnership relations throughout the Americas. Carlos has more than 37 years of experience in hydrographic surveying practices, technical support, and sales, including 14 years with HYPACK. Carlos's areas of expertise include single beam and multibeam survey standards and dredging systems, as well as business development and sales management. He joined HYPACK after retiring as a Captain in the Colombian Navy and has an M.S. in Coastal Engineering. Carlos is now located in the USA and works from 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. He is responsible for managing HYPACK sales, business development, and partnership relations in the EMEA and APAC regions. Boris has over 24 years of experience in hydrographic systems engineering, technical support, and sales, including 7 years with HYPACK. Boris's areas of expertise include multibeam, sub-bottom, and hydrographic survey standards, as well as business development and sales management. He has an M.S. in Geophysics. 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. He is responsible for managing HYPACK sales related to dredging systems and operational requirements in North America. Rob has over 14 years of experience in HYPACK technical support, training, and sales at HYPACK. Rob's areas of expertise include dredging systems and standards, as well as sales management. He has a B.A. in Music Performance. Rob is located in the USA and works from our office in Middletown, CT.



Joshua Vey

Technical Sales Representative
Joshua.Vey@xylem.com

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