



Director of Sales

What are we about?

Founded in 1986, Radiometrics Corporation has pioneered the development of ground-based, microwave radiometry instruments, radar wind profilers and applications. In recent years, Radiometrics has added ARC weather radars and is the exclusive distributor of Remtech Sodars, making Radiometrics a complete system integrator and the only company able to provide total profiler solutions.

With more than 400 systems in operation worldwide, Radiometrics serves military, government, and private industry customers on every continent. Proven, patented designs ensure long-term, reliable all-weather performance for research and operational applications. In addition, Radiometrics provides hazardous weather detection and prediction tools as well as numerical modeling solutions towards our goal to be globally recognized for the innovative systems we bring to our clients.

Job Description

Radiometrics is seeking a Director of Sales with 4+ years of experience in the field of meteorology, technical instrumentation or similar to manage domestic and international sales. The ideal sales manager has experience with the entire sales process, excelling at lead generation, relationship building, and contract closing. We're looking for a team builder who has strong communication skills and a proven track record of building and maintaining a sales pipeline in the field of meteorology.

Responsibilities

- Represent Radiometrics Corporation effectively with comprehensive knowledge of our offerings
- Lead sales activities for Radiometrics Corporation; manage sales funnel from leads to purchase orders
- Manage a team of international sales representatives
- Respond to contract tenders and RFIs; coordinate with RDX project management, engineering, manufacturing, and customer service as appropriate to ensure proposals and quotes are complete and accurate
- Identify product documentation requirements, and in many cases take the lead in developing documentation (brochures, spec sheets, technical summaries, etc.)
- Participate in product development efforts by providing insights into customer needs and market opportunity, pricing target, and value proposition
- Maintain Sales Forecast
- Maintain processes for managing sales pipeline
- Develop and maintain partnerships with third-party resources, international sales reps, new and recurring customers

Requirements

- Independent and goal-oriented working style paired with organizational talent.
- Ability to get things done through personal style and influence.
- Excellent verbal and written communication skills, strong people skills, and attention to detail.
- Willingness to travel as needed; must have a valid passport. Average three to four business trips per year (trade shows and customer visits); trip duration typically less than one week



- Proficient in Microsoft Office products (MS Word, PPT, Excel, and Outlook)
- Must be able to work with minimal supervision, and be comfortable working with peers and executives to address customer inquires and grow sales. Critical to establish and maintain excellent working relationship with leadership team

Education

- Typically requires a bachelor's degree or higher in meteorology and/or related field of study
- 4 yrs minimum working as forecaster, or meteorological instrumentation manager, or meteorological equipment sales; strong desire to work in sales

Ways to Stand Out

- Proven success as an individual contributor.
- Direct experience with Radar Wind Profilers, Weather Radars, and Radiometers
- Experience in developing platforms for internal processes.
- Experience in coaching team members to strengthen their abilities and skill sets to increase sales and revenue.
- Ability to speak foreign languages.

Radiometrics Corporation offers a comprehensive benefits package which includes Medical, Dental, Vision, Life AD&D, Long Term Disability, HSA, and 401(k) with company matching and contributions, paid holidays, paid sick leave, and flexible time off.

Base pay is based on market location and may vary based on experience, skills, education, and other job-related reasons.

Radiometrics is an equal opportunity employer, and our success draws upon the diverse viewpoints, skills, and experiences of our employees. We are committed to equal employment opportunity regardless of race, color, ancestry, religion, sex, national origin, sexual orientation, age, marital status, disability, gender identity or veteran status.

Job Type: Full-time

Benefits:

- 401(k), 401(k) matching
- Medical, Dental, Vision insurance
- Health Savings Account (HSA)
- Life insurance (Life, AD&D)
- Paid time off
- Professional development assistance