

Date: August 2022

Position: Satellite Telemetry Technical Sales

Location: Lanham, MD

Status / Hours: Exempt, full-time, includes travel

Date of Commencement: As soon as available

THE IDEAL CANDIDATE WILL POSSESS THE FOLLOWING ATTRIBUTES:

- Independent, goal-oriented self-starter with focus on revenue growth
- Passion for the environment
- Ability to understand, react, and adapt to various selling opportunities
- Strong technical sales research background (cold calling, customer/business research, similar)
- Technical aptitude to learn satellite telemetry offerings for environmental applications
- Proficient with Microsoft software (Outlook, Excel, Word, PowerPoint, etc.).
- Other characteristics:
 - o Ability to create strong, relevant and mutually beneficial partnerships that will facilitate business development growth
 - o Group presentation and public speaking skills
 - o Excellent technical writing capability
 - o Sound judgment; ability to multi-task; decision maker

DUTIES AND RESPONSIBILITIES:

Within the Environment and Climate Telemetry Business Unit, this Sales Professional shall:

- Develop leads in traditional and non-traditional markets such as water quality monitoring, hydrology, smart-agriculture, soil measurement, herd/livestock tracking, and others. (Traditional markets include wildlife tracking and oceanography).
- Work with the communication team to develop marketing material addressing new markets, noted above, leveraging the past performance of the Argos and Iridium systems, and the emerging Kinéis constellation.
- Work directly with CLS headquarters in France to understand the future vision of the environmental monitoring sector and putting that vision into action in North America.
- Develop and maintain strong partnerships with North American equipment manufacturers.
- Actively promote Argos/Kinéis and Iridium to North American key PI scientists in new markets as well as existing markets, specifically oceanography.
- Manage the oceanography client base and work to grow/maintain this segment.

SUPERVISORY ROLE:

No supervisory responsibility currently.

EDUCATION AND EXPERIENCE:

Combination of education and experience: At least a 4-year degree business or science and a demonstrated understanding of the sales process, a technical understanding of radio/satellite transmitting devices, and a technical mindset. A working understanding of Argos and/or Iridium systems would be a bonus.

**WORKING ENVIRONMENT:**

The work is performed primarily in an office environment and involves use of computers and other office equipment. Normal working hours (40 hours/week) are scheduled during the office hours of 8:30am-5:00pm, Monday through Friday.

In addition, this position may be called upon to work outside of established hours in order to satisfy a particular job requirement, for travel, and to support customers in a range of time zones (North American time zones).

PHYSICAL DEMANDS:

The work is principally sedentary in nature. The individual must be able to operate a computer and other office equipment and speak over the telephone. There are no unusual physical demands of this position.

TRAVEL:

The job will require local, national and international travel, occasionally involving weekends. Out of town travel is estimated up to 25% of the Incumbent's workdays annually.

GENERAL INFORMATION:

- The position is a full-time, salaried position, commensurate with experience.
- Performance -based bonus program.
- The Woods Hole Group offers a full-time benefit package that includes 401(K) program, health insurance, paid holidays, competitive vacation, and sick time policy.
- The position is being based out of our Lanham, MD office location.

Individuals who succeed at Woods Hole Group are pleasant, hard-working, self-starters who share our passion for innovation and commitment to high quality work. Further information about the Woods Hole Group, Inc. can be found on our website: www.woodsholegroup.com

The Woods Hole Group, Inc. offers a competitive salary and benefits package. If this opportunity matches your experience and career visions, please send resume outlining education, work experience and salary history to:

The Woods Hole Group, Inc.

107 Waterhouse Drive

Bourne, MA 02532

E-mail: satellitetelemetrysales@whgrp.com

AN EQUAL OPPORTUNITY EMPLOYER