

Date: December 2022

Position: Technical Sales – Satellite Data Communications

Location: Lanham, MD

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

Date of Commencement: As soon as available

DUTIES AND RESPONSIBILITIES:

Work with team to generate business with customers needing data transmission via satellite for environmental monitoring, wildlife tracking, and oceanographic applications. The Sales Professional shall:

- ID, develop and maintain sales in traditional markets, and for emerging water quality monitoring, hydrology, smart-agriculture, soil measurement, herd/livestock tracking, and other applications.
- Help develop marketing materials.
- International collaboration with CLS headquarters in France on future vision in North America.
- Develop and maintain strong partnerships:
 - Equipment manufacturers
 - End-users including government agencies, scientists, industrial partners, and others

THE IDEAL CONDIDATE WILL POSSESS THE FOLLOWING ATTRIBUTES:

- Independent, goal-oriented self-starter with focus on revenue growth
- Passion for the environment
- Sales background (cold calling, qualifying leads, customer/business research, closing)
- Technical aptitude to learn satellite telemetry offerings
- Computer proficiency (Outlook, Excel, Word, PowerPoint, etc.).
- Other characteristics:
 - Team-oriented
 - Ability to create mutually beneficial partnerships to facilitate business development
 - Group presentation and public speaking skills
 - Technical writing
 - Sound professional judgment; ability to multi-task; decision-maker

SUPERVISORY ROLE:

No supervisory responsibility currently.

EDUCATION AND EXPERIENCE:

Combination of education and experience, including: college degree in business or science, sales experience, and detail-oriented. Familiarity with satellite technology and telematics, including Argos and/or Iridium systems ideal.

WORKING ENVIRONMENT:

The work is performed primarily in an office environment and involves use of computers and other office equipment. Normal work schedule (40 hours/week) during office hours of 8:00am-5:00pm, Monday through Friday. This position may be called upon to work outside of established hours to satisfy a particular job requirement, for travel, and to support customers in different time zones.

TRAVEL:

The job requires local, national and international travel, occasionally involving weekends. Travel is estimated between 10-20% of workdays annually.



GENERAL INFORMATION:

- The position is a full-time, salaried position; pay commensurate with experience
- Performance-based bonus program
- Woods Hole Group offers a favorable full-time benefit package including 401(K) program, health insurance, paid holidays, competitive vacation, and sick time policy
- The position is in Lanham, MD; alternative locations considered for highly qualified candidate

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

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