



The Philadelphia Inquirer

Rajant Corporation is a 2024 Top Workplace!
4 Years Running



Sales Director - IoT/IoT (Western Europe) *Rajant Italia*

Rajant Corporation is the leading provider of wireless mesh networks to enable real-time connectivity for mission-critical systems in use by indoor and outdoor industries such as Warehouse and Factory Automation, Robotics, IIoT, Mining, Rail, Ports, Energy, tunnel and underground communications.

Rajant Italia is searching for a Sales Director to work with the Sales/Business Development team and the Development/Engineering team to bring **Rajant** and **Reios** Technology to the field in support of new and evolving RF communication standards in **Rajant's** industry-leading mesh networking products and **Reios's** advanced and multi-function IoT and IIoT .

Join our team of like-minded relationship builders, engineers, visionaries, data hounds, number crunchers, and storytellers to promote Rajant's exciting global offering.

Overview: Establish and manage new client relationships, bring acquisition experience and demonstrated ability to conduct strategic analysis & successful marketing campaigns; Develop relationships with prospective Rajant clients, elicit & understand customer requirements, negotiate contracts & close deals. **Upon Hire: Online Technical & Sales training must be completed within the first month of employment.**

Responsibilities Include:

- Identify potential clients in the target market, understand their challenges and position Rajant solution to meet their needs.
- Work with authorized partners and Rajant engineers to deliver product demonstrations for current & prospective clients.
- Attend relevant conferences and trade shows to represent the company.
- Effectively advance deals from qualification to close.
- Be accountable to the deals in your pipeline.
- Become a subject matter expert on Rajant products & stay current on markets, competitors, industry news, discoveries, trends.
- Interview and evaluate new resellers to represent the Rajant brand. Support all industrial markets.
- Develop strategic business development plans, present business cases for review & provide execution progress status updates.

Qualifications:

- Minimum 5 years of sales experience with a wireless or networking equipment manufacturer.
- At least 3 years of sales experience in IoT or IIoT platforms and functions such as RTLS, IoT BMS, IoT-based Smart Lighting.
- At least 3 years of sales experience and basic technology knowledge on BLE-based IoT devices, W-Fi-based IoT devices and LTE/NB-IoT/LoRaWAN-based IoT devices for long-distance transmission.
- Fluent in English required. Tri or multi-lingual preferred.
- Experience leading a Sales and/or Business development team a plus.
- Experience in delivering technology solutions for any of warehouse, robotics, construction, intermodal operations preferred.
- Able to travel domestically and internationally (40-60% Max).
- Comfortable delivering technical presentations.
- Self-Starter, Self-Motivated, Able to work remotely and with a team.
- Able to understand and communicate technical details with a Sales /Business focus.

Reporting: Reports to EVP of Global Sales & Marketing. **Employment Type:** Contractor, Full Time.

Location: Remote (Western Europe.) **REIOS/Rajant Italia** is based near Milan, Italy.

Apply: Introduce yourself w/ cover letter & resume to: jointheteam@rajant.com.

-Priority will be given to applicants who understand wireless, automation, robotics, etc. **How many years of experience do you have in wireless networks, security, industrial IoT markets, or other relevant technology areas?** Please expand in detail regarding this to be forwarded on to the hiring manager.

Rajant Corporation is an Equal Opportunity Employer and does not discriminate on the basis of race, color, religion, gender, national origin, age, physical or mental impairment, sexual orientation or any other category protected under federal, state or local law. Rajant is a USG Contractor and complies with all US laws, regulations and Executive Orders.

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