



## Sales Director – Middle East (Oil & Gas & Ports)

**RAJANT CORPORATION**, the 20+-year leader in industrial wireless patented Kinetic Mesh® networking solutions, is redefining real-time connectivity with resilient Smart Routing technology, ensuring secure, dynamic, and uninterrupted data flow for industrial autonomous and mobile operations across various industries.

From robotic and vehicle autonomy to asset tracking, health and environmental monitoring, smart lighting, BMS, and industrial automation, Rajant's military-grade secure, AI-powered wireless mesh networks deliver adaptive, always-on connectivity for high-stakes environments.

Rajant's mission-critical systems are in use by indoor and outdoor industries such as Warehouse and Factory Automation, Robotics, IIoT, Mining, Rail, Ports, Energy, tunnel and underground communications.

**Overview:** We are searching for a **Sales Director** who thrives on building relationships, driving strategic growth, and positioning cutting-edge technology solutions that empower industries worldwide. 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. If you have a passion for wireless networking, industrial IIoT, automation, and AI-driven connectivity, this role offers an exciting opportunity to shape the future of real-time networking.

### **Responsibilities Include:**

- **Identify & engage potential clients** across mining, energy, robotics, warehouse & factory automation, rail, ports, and more—understanding their challenges and positioning Rajant's solutions to meet their needs.
- **Drive sales strategy**, and effectively advance deals from lead qualification to close, while managing pipelines with accountability.
- **Develop & manage relationships** with authorized partners, distributors, and resellers, ensuring Rajant is well-represented across industries.
- **Collaborate with technical teams** to conduct product demonstrations (POCs), align solutions with customer needs, and ensure seamless implementation.
- **Represent Rajant** at global conferences and trade shows, strengthening our market presence and driving business opportunities.
- **Stay ahead of industry trends**, becoming a Subject Matter Expert (SME) on Rajant's wireless mesh networking, AI-driven edge computing, IIoT solutions, and autonomous system applications. Stay current on market trends, competitors, and industry news.
- **Evaluate & onboard** new resellers and partners to expand our global sales network.
- **Work cross-functionally** with engineering, marketing, and leadership to develop and execute strategic business development plans, present business cases for review & provide progress status updates.

### **Qualifications:**

- 5+ years of experience in sales within wireless or networking manufacturing, automation, robotics, IIoT/IoT, or related industries.
- Experience in delivering technology solutions for warehouse, robotics, construction, intermodal operations. **Oil & Gas, Ports or Utilities focus.**
- Strong track record in business development, deal negotiation, and closing large-scale technology sales.
- Fluent in English required (Bi or Multi-lingual skills are preferred).
- Experience leading a Sales and/or Business development team a plus.
- Technical fluency—comfortable delivering technical presentations, solutions and engaging with engineering teams.
- Ability to travel domestically and internationally (40-60% Max) to meet with clients and attend industry events.
- Self-starter, self-motivated, and able to work independently in a remote environment and with a team.
- Need to understand and communicate technical details with a Sales /Business focus.

### **Why Join Rajant?**

- **Be part of a cutting-edge tech company** leading the charge in resilient, AI-driven, real-time connectivity solutions.
- **Work with a team of visionaries**, engineers, and storytellers dedicated to reshaping industries through adaptive networking.
- **Gain global exposure**, selling to diverse industries and collaborating with some of the world's most innovative companies.

**Additional Details:** **Reporting:** EVP of Global Sales & Marketing. **Employment Type:** Contractor or Full Time. **Location:** Remote. Based in Middle East. **Training:** Online Technical & Sales Training must be completed within the first month of employment.

**Apply:** Introduce yourself w/ cover letter & resume to: [jointheteam@rajant.com](mailto:jointheteam@rajant.com).

- Priority consideration will be given to applicants with experience in wireless networking, automation, robotics, industrial IIoT, and other relevant technology areas. (Mining, Oil & Gas, Ports, Warehouse Automation, Enterprise, etc...) Please expand on your expertise, and we'll forward it 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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