



Sales Director, Strategic Accounts - USA (Oil & Gas and Energy)

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 seeking a results-driven and strategic **Sales Director** to drive sales and client relationships in **the Oil & Gas and Energy verticals**, focusing on upstream, midstream, and downstream operations. This individual contributor role offers a unique opportunity to champion cutting-edge wireless networking, industrial IoT, and AI-driven solutions, shaping the future of connectivity in industrial environments.

The **ideal candidate will bring over 10 years of experience in the Oil & Gas industry** and a proven track record in technology sales combined with a deep understanding of wireless networking technologies for rugged, outdoor environments. A background in selling software-driven solutions, including personnel tracking, safety monitoring, or communications systems, is essential. Experience in the renewables sector is a strong plus. Establish and manage new client relationships, develop relationships with prospective Rajant clients, elicit & understand customer requirements, negotiate contracts & close deals.

If you have a passion for wireless networking, industrial IoT, automation, and AI-driven connectivity, this role offers an exciting opportunity to shape the future of real-time networking.

Key Responsibilities:

- Develop and execute targeted sales strategies to engage Oil & Gas operators, EPCs, service providers, and renewable energy stakeholders.
- Build and manage a robust pipeline of opportunities for wireless network solutions, software platforms, and safety/people-tracking technologies.
- Drive revenue growth by securing new business and expanding relationships with existing clients.
- Partner with engineering, product, and marketing teams to customize solutions for industrial and hazardous environments.
- Represent Rajant at industry conferences, trade shows, and client meetings to elevate our brand as a leader in industrial wireless networking.
- Provide accurate sales forecasts and performance reports to senior leadership.
- Cultivate strategic partnerships within the Oil & Gas and renewable energy ecosystems.

Qualifications:

- 10+ years of experience in the Oil & Gas industry, with at least 5 years in sales roles focused on Wireless Networking, automation, robotics, or IoT solutions.
- Demonstrated success in demand generation, business development, negotiating, and closing complex, large-scale technology deals.
- Technical proficiency to deliver compelling presentations and engage with engineering teams on wireless and IoT solutions.
- Strong communication skills, with fluency in English; additional language proficiency is a plus.
- Ability to travel domestically (up to 50%) to meet clients and attend industry events.
- Disciplined, self-motivated, adaptable, and capable of thriving in both independent and collaborative remote work environments.
- Bachelor's degree in business, engineering, or a related field; advanced degrees or certifications are a plus.

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.

Reports to: EVP of Global Sales. **Employment Type:** Contractor or Full Time. **Location:** Remote. US or Worldwide.

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.

- Priority consideration will be given to applicants with experience in wireless networking, automation, robotics, industrial IoT, and other relevant technology areas. 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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