



Sales Director – Government & Military Markets (Ukraine Army Strategic Accounts)

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, environmental monitoring, smart base operations, and battlefield communications, Rajant's military-grade, AI-powered wireless mesh networks deliver adaptive, always-on connectivity for high-stakes government and defense environments.

Rajant's mission-critical systems are deployed worldwide across industries such as Defense, Mining, Ports, Energy, Robotics, Rail, and Tunnel Communications — empowering operators with secure, real-time situational awareness and control.

Overview: We are seeking a results-driven and strategically focused **Sales Director** to lead business growth in the **Ukraine defense and government sector**. This **individual contributor** role will own the development of relationships and opportunities with the **Ukraine Ministry of Defense, Ukrainian Armed Forces, and defense system integrators**, driving adoption of Rajant's advanced wireless mesh networking solutions for tactical, secure, and mobile communications.

This role requires a proven track record of success in **defense or government technology sales**, strong program capture skills, and deep familiarity with the **Ukrainian defense acquisition environment**.

Key Responsibilities:

- Develop and execute a strategic sales plan focused on expanding Rajant's presence within the **Ukraine Armed Forces** and related defense agencies.
- Identify, pursue, and close large-scale opportunities in **C4ISR, tactical communications, unmanned systems, and military logistics networks**.
- Build trusted relationships with senior officials, program managers, and acquisition stakeholders within Ukraine's Ministry of Defense and partner organizations.
- Serve as the primary account lead, coordinating Rajant's technical, engineering, and program management resources to ensure customer success.
- Lead the development of proposals, contracts, and pricing structures to support Foreign Military Sales (FMS), Direct Commercial Sales, government, and coalition-funded programs.
- Monitor and report on defense technology trends, procurement activity, and funding priorities across Ukraine and NATO-aligned programs.
- Represent Rajant at military trade shows, technology demonstrations, and government briefings, both domestically and internationally.
- Provide accurate forecasting, pipeline tracking, and strategic reporting to senior leadership.
- Collaborate cross-functionally to align Rajant's solutions with operational requirements in complex military environments.

Qualifications:

- Prior Ukraine military experience preferred.
- 10+ years of sales experience, with a minimum of 5 years focused on defense, government, or tactical communications technology.
- Proven success selling to government & military organizations, preferably within the **Ukraine Ministry of Defense** or equivalent Eastern European defense ecosystem.
- Strong understanding of **wireless networking, RF communications, C4ISR, and tactical mobility systems**.
- Experience with **Foreign Military Sales (FMS)**, defense contracting, and government acquisition processes.
- Ability to brief senior military and government leaders with confidence and technical fluency.
- Fluent in **Ukrainian and English** (Russian language proficiency preferred).
- Bachelor's degree in Business, Engineering, or related technical discipline.
- Current or eligible **security clearance** (Ukrainian or allied government).
- Self-motivated, strategic, and capable of working independently in a remote environment.
- Willingness to travel extensively within Ukraine and abroad as required.

Why Join Rajant?

- **Be part of a cutting-edge tech company** leading the charge in resilient, AI-driven, real-time connectivity solutions.
- **Engage directly with global defense leaders to bring next-generation networking to the modern battlefield.**
- **Work with a team of visionaries**, engineers, and storytellers dedicated to reshaping industries through secure, adaptive networking.
- **Contribute to critical missions supporting defense, security, and humanitarian operations worldwide.**

Reports to: President, Military and Government Markets. **Employment Type:** Contractor. **Location:** Remote. (Europe-based preferred).

Upon Hire:: 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 networks, tactical communications, or defense systems integration**.
- Direct **military, government, or defense contracting** background related to Ukraine or NATO-aligned programs.

Please expand in detail regarding your **military/government experience** and **technical expertise** to be forwarded 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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