



Sales Director – Strategic Verticals, USA

RAJANT CORPORATION, the 25+ year leader and pioneer of industrial wireless patented Kinetic Mesh® networking solutions, provides resilient, mobile connectivity for mission-critical operations worldwide. Rajant technology enables secure, real-time communications in numerous industries such as mining, transportation, ports, for autonomous and mobile operations. In addition, we offer a distributed AI platform that includes people and equipment tracking solutions to improve safety, access control and decision-making on-premise.

OVERVIEW: We are seeking a results-driven **Sales Director** to drive revenue growth and strategic customer relationships across multiple verticals. This **individual contributor** role is responsible for developing new business, expanding strategic accounts, and supporting an existing valuable Channel network.

The ideal candidate brings a proven track record selling complex technology solutions into large industrial organizations. Experience with wireless networking, autonomous equipment, AI, asset tracking, industrial automation, robotics, IoT, fleet technology, or related solutions is highly valued.

KEY RESPONSIBILITIES:

- Develop & execute targeted sales strategies for different verticals (mining, ports, utilities, transportation)
- Build & manage a strong pipeline for complete Rajant solution portfolio; drive new customer acquisition & expansion of strategic accounts.
- Develop relationships with decision-makers across operations, technology, engineering, automation, and executive leadership.
- Engage directly with mining and construction companies, OEMs, technology partners & system integrators throughout the United States.
- Identify customer requirements & position Rajant solutions for autonomous equipment, mobile operations, fleet connectivity, industrial IoT, robotics, & remote monitoring.
- Lead complex enterprise sales opportunities from initial engagement and technical evaluation through negotiation and close.
- Represent Rajant at customer meetings, site visits, industry conferences, & trade shows; maintain accurate pipeline, forecasts, & account plans.

QUALIFICATIONS:

- **10+ years of experience** in Ports, Mining, Construction, heavy equipment, industrial technology, or related markets, with significant strategic sales or business development experience.
- Proven success selling complex technology solutions to large industrial customers and developing new strategic accounts.
- Experience selling wireless networking, industrial communications, autonomy, automation, robotics, IoT, fleet technology, or related solutions strongly preferred.
- Demonstrated success in demand generation, complex sales cycles, contract negotiation, and closing significant technology deals.
- Technical proficiency to engage engineering and operations teams and clearly communicate the business value of sophisticated industrial technology solutions.
- Strong communication, presentation, negotiation, and relationship-building skills; self-motivated and effective in a remote individual-contributor environment.
- Ability to travel domestically up to 50%. Bachelor degree in Business, Engineering, Technology, or a related field preferred.

WHY JOIN RAJANT?

- Represent industry-leading wireless technology proven in demanding mining and industrial environments worldwide.
- Help customers enable autonomy, mobility, automation, and real-time operations through resilient connectivity.
- Work directly with innovative mining, construction, equipment, and technology organizations with significant ownership and visibility.

Reports to: EVP of Global Sales. **Employment Type:** Full Time. **Location:** Remote - USA. Near airport. **Travel:** Up to 50%.

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 candidates with demonstrated experience selling technology solutions into the Mining and/or Construction industries, particularly wireless networking, autonomy, automation, robotics, industrial IoT, fleet connectivity, or related technologies.

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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