

# Business Development and Sales Representative

**Coastal Environmental Systems, Inc.** – a weather equipment and environmental systems company. Visit us at [www.coastalenvironmental.com](http://www.coastalenvironmental.com)

## Position Description

Business Development and Sales Representative for a leading Weather Equipment and Environmental Systems Company. Products are long-lived hardware and software for monitoring ground-based weather for aviation, environmental monitoring and hazardous response purposes.

- Works directly with customers and/or regional representatives to support business development and sales activities and provide solutions with support of the sales and engineering teams.
- Support development of pricing proposals & sales quotations. Negotiate and close deals.
- Includes some domestic but mainly international sales territories.
- Reports to the Manager Business Development, Sales and Marketing.

## Qualifications

### Education and Experience Required

- University degree or equivalent experience
- 2+ years of experience in a sales or sales support role
- Relevant experience selling or supporting technical products

### Education and Experience Desired

- Experience in complex system sales
- Advanced degree in business or science related fields

### Knowledge and Skills Required

- Strong communication skills (e.g. written, verbal, presentation) to develop relationships across various cultures and regions
- Proven negotiating, deal making, sales closing skills
- Insight of importance in understanding local business practices
- Capable of recognizing cultural and class barriers in diverse local areas
- Analytical skills with respect to extracting data and presenting or reporting information
- Desire to develop in-depth technical, business and industry knowledge
- Understands and effectively integrates company goals and regional business objectives
- Experience with MS Office products, data entry and reporting
- Additional language skills a definite plus
- Proposal Management
- Aviation weather/meteorology expert, thought-leader (or willingness to become one)

This is a regular, full-time position based in our Seattle, Washington office. Based on experience and qualifications there may be some flexibility to the ultimate location. Capability to travel is required domestically and internationally (20 -30% of the time).

EEO/AA/M/F/Vets/Disabled