



## Title: Junior Sales/Business Development Manager

**Category:** Sales and Marketing

**Location:** Englewood, CO

**Posted:** 6/16/12

**Full/Part Time:** Full Time

### Description:

MeteoStar, A Division of Sutron Corporation, is an international leader in the business of delivering tailored, full spectrum meteorological and environmental processing and distribution solutions. MeteoStar systems are customers with maintainable, supportable, professional tools, allowing for efficient access to data and customizable interfaces to streamline production cycles. With over 40 customers worldwide, MeteoStar has a quality reputation for the delivery of high-performance systems for professional forecasting and data monitoring operations.

### Responsibilities:

- Actively seek out new business opportunities and market sectors for which products and solutions may be marketed/sold
- Assist in identifying sales opportunities (either new customers, or expansion/upgrades for existing customers)
- Assist with contacting (email/phone) new or existing customers to discuss potential sales opportunities
- Make recommendations to the Director of Sales and Marketing as to how these changes can be groomed into opportunities
- Assist the Director of Sales and Marketing with the development of marketing materials
- Assist the Director of Sales and Marketing with the proposal generation workloads
- Confer with other MeteoStar departments; foster collaborative working relationships to the benefit of the company
- Travel to assist with demonstrations, discussions, and other on-site sales presentations/meetings, including trade shows and conferences
- Assist in maintaining a consistent corporate image throughout product lines, promotional materials, and events
- Assist the Director of Sales and Marketing in researching the competition of MeteoStar and identifying weaknesses
- Provide regular status updates to the Director of Sales and Marketing regarding market space changes (technical, operational, or otherwise) and how they impact sales and marketing plans/strategies
- Attend key product line development meetings to ensure the needs of the Sales and Marketing Department are communicated to other departments; provides key inputs in directing product lines for the future
- Assist in identifying and maturing opportunities to expand funding profiles for existing programs

### Requirements:

We expect you to be a highly motivated, self-starter able to handle multiple priorities to accurate completion under time deadlines. **Must be willing to travel up to 25% of the time. International travel is required.**

### Education/Experience:

A Bachelor's degree in Meteorology or related discipline is highly desirable, as well as at least 1 year of operational meteorological experience. Strong verbal and written communication skills are a must. A background in sales, finance, and business management is also a plus. Experience with the Microsoft Office suite of products is also required.

### Benefits:

Employees of MeteoStar enjoy benefits that extend well above the standard in our market place

### To apply:

To apply for this position, please forward a cover letter (or email), resume and information requested to evaluate your skill set and fit with our team to:

Richard Stedronsky  
Director of Sales and Marketing  
MeteoStar, A Division of Sutron Corporation  
[sted@meteostar.com](mailto:sted@meteostar.com)