



Business Development Manager

Geospatial, Survey & Monitoring

Eastern Region, U.S.

September 2024

JAVAD GNSS designs, manufactures, and sells high-precision, GNSS (Global Navigation Satellite Systems) geospatial, survey and monitoring products for demanding applications world-wide. Over the last twenty years, the record of technology innovation in survey products has maintained a competitive edge that is now ready to extend further in survey, monitoring and other mission critical applications.

Building off this success we are looking to increase our market share in the U.S; specifically for this position, we are looking for candidates who are based in the eastern region of the U.S. The ideal candidate would be an experienced and highly motivated Business Development Manager who has a proven ability and track record to grow existing customers and to find and win new business.

The Geospatial, Survey and Monitoring Business Development Manager is also responsible for performing various functions as defined by the Executive VP, JAVAD GNSS.

Learn more about our products and applications by visiting <https://www.javad.com/products/>.

About the Role

- Direct sales and support of the Company global Survey and Monitoring product line
- Demonstrating the application, use, performance, operation, integration and all related technical aspects of the Company's survey and monitoring products to customers and clients
- Maintaining direct contact and interface with customers and dealers
- Lead and support a team of PLS agents to engage and convert prospects
- Attending, supporting, and assisting in designated company trade shows and conferences
- Initiate, maintain, and update all required governmental contracts and compliance documents, as well as any schedules relating to government and/or government subcontractor purchase orders
- Complete and update all customer required contractual documents, specifications, and schedules
- Entry of customer orders including item quantity, configuration, pricing, delivery date, shipping instructions, payment terms and all relevant comments and information into the Company order processing system
- Assisting in preparing sales budgets and expenditures
- Coordinate the sales process with accounting and manufacturing requirements
- Tracking and analyzing sales statistics based on key quantitative metrics
- Provide input to marketing and product development relative to customer requirements and market trends
- Handling and resolving customer issues regarding products or service
- Assist in the generation, tracking and resolution of product RMAs with emphasis on root cause analysis
- A primary duty includes being proactive to resolve challenges and the ability to work independently

Your Skills

- Proven success in business development and sales experience working in the geospatial, survey and monitoring markets in the eastern U.S. region.

- Successfully learn the Company's survey and monitoring products within the initial 30-day employment period, their use and correct operation and functionality
- Ability to set sales targets and achieve them effectively
- Excellent interpersonal, customer service and communication skills
- Experience using CRM to manage the sales process and forecast sales
- Strong analytical skills to identify trends and sales patterns
- Ability to design and implement a successful sales strategy
- Planning, organizational, and problem-solving skills
- Effective time management skills
- Strong oral and written communication skills
- Fluent in English (spoken/written)

Preferred Skills and Requirements

- Bachelor's degree or prior Business Development, Inside Sales or Lead Development experience
- Minimum of 5 years of experience in business development
- Successful prospecting and winning of new clients and growing these into long term customers
- Proven ability to meet quotas
- Experience setting and meeting sales goals
- Results-oriented with strong analytical skills
- Proficient in Microsoft Office or equivalent office software tools

Additional Requirements The position may require travel, a valid passport and driver's license is necessary

Compensation and Benefits

Pay range: BDM Geospatial, Survey and Monitoring – Eastern U.S.: \$120,000 + Commission Pay

The actual level and base salary will be determined on a case-by-case basis and may vary based on the following considerations: job-related knowledge and skills, education, and experience. In addition to base salary, there is the potential of receiving discretionary bonuses; this position is also eligible to receive commission-based compensation.

JAVAD GNSS, Inc also provides full-time eligible employees access to comprehensive medical, vision and dental coverage, as well as the option of participating in our retirement plan with employer contribution.

JAVAD GNSS, Inc. is an equal opportunity employer and value diversity at our company. We do not discriminate on the basis of race, religion, color, national origin, sex, gender, gender expression, sexual orientation, age, marital status, veteran status, or disability status. We will ensure that individuals with disabilities are provided reasonable accommodation to participate in the job application or interview process, to perform crucial job functions, and to receive other benefits and privileges of employment. Please contact us to request accommodation.