**SITECH South LLC**

**UAS Sales Representative**

**North Carolina, South Carolina, Virginia**

**PRIMARY FUNCTION:**

The position objective is to successfully grow UAS & Scanner sales, manage account activity, prospect for new business, quote, demo and be the integral link between the company and its customers.

**ESSENTIAL DUTIES:**

* Grow sales for UAS & Scanning technology products in an assigned region
* Consultative sales partner – build long term relationships with customers in assigned area
* Track and manage key projects across the assigned area - from bid stage to order close
* Qualify prospects through online methods such as Web Meeting, Phone, Email, etc.
* Set up demonstrations for groups and individual clients. Perform demos with support personnel
* Build relationships and support SITECH South heavy highway sales team
* Product portfolio management – act as a trusted partner representing all new and existing product lines
* New product / service roll outs – be first to market by presenting customers new technology that betters their business
* CRM – input and maintain customer lists and quotations in Company’s Salesforce CRM software.
* Key account management – be responsible for all customers in the territory. Be adept in dealing with Company owners, managers and field personnel.
* Work with management on marketing ideas and programs.
* Sales forecasting, analysis, and territory administration.
* Active participation organizing, planning, and conducting, customer events in conjunction with SITECH personnel.

**MINIMUM REQUIREMENTS:**

Education:

* Minimum 2 year AS degree (or higher) from an accredited school or equivalent experience preferred

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Work Experience:

* Minimum of 3 years of successful inside or outside sales experience in software and/or technology
* Part 107 Remote Pilot Certificate preferred
* Drone and/or LiDar scanning application\technical knowledge a plus

Experience/Skill Requirements:

* Disciplined organizational and interpersonal skills, must demonstrate sound judgment and decision-making ability
* Ability to grasp engineering and product application concepts easily
* Strong Communication Skills – able to present Self and Company professionally and effectively to customers via telephone, in writing and especially face-to-face
* Strong Organizational Skills (planning, directing, prioritizing, time management).
* Extremely comfortable working in outside sales environment, being on the road for a high percentage of time
* Be Versed in Office Software applications (Word, Outlook, Excel, CRM software)
* Demonstrated skills and abilities in pricing, distribution cost drivers and margin analysis
* Highly motivated and Self-Disciplined, proven track record as an implementer
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Physical:

Must possess a clean driving record.

Must be able to lift, up to 40 lbs.

Must be able to travel within a multiple state territory

Must be willing to travel overnight (25% overnight travel)

**This job description is not intended to be all-inclusive. Your supervisor may request and assign you similar duties**.